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THE Publishers' Weekly

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VOL. CIII.

NEW YORK, APRIL 14, 1923

No. 15

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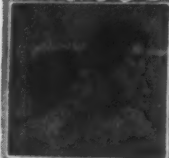
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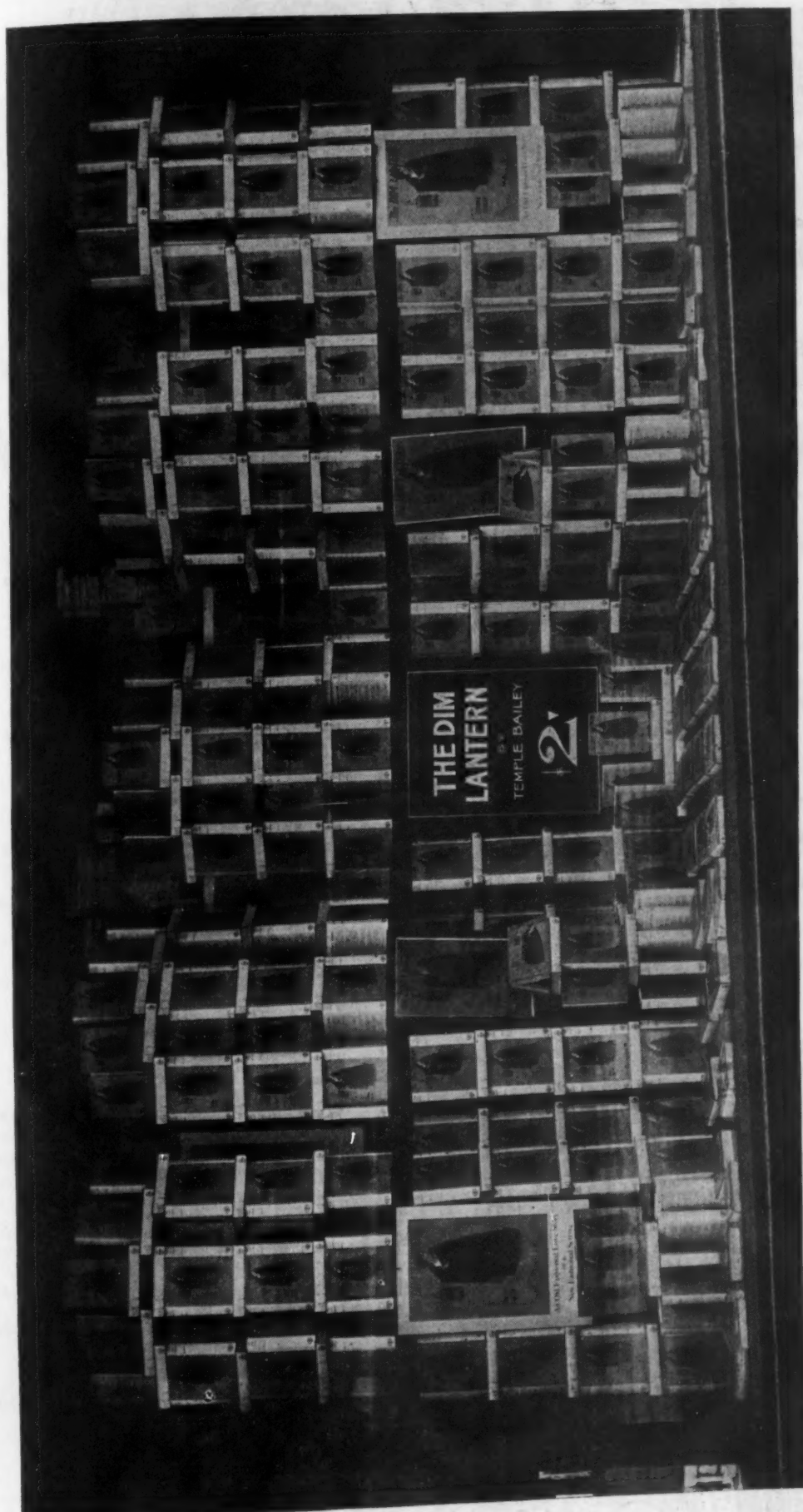
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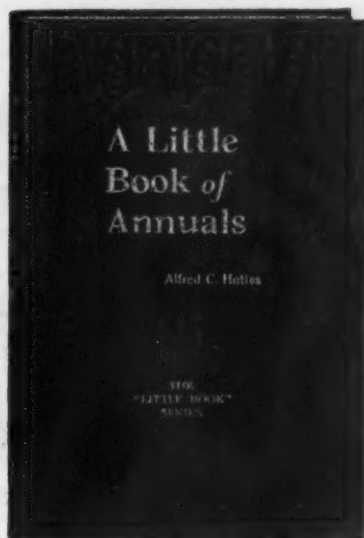
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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leyboldt

April 14, 1923

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Manners and Morals

THE current issue of *Law Notes* quotes, with approval, a recent address of John W. Davis, president of the American Bar Association and formerly Ambassador to England, when he was discussing the tendency to convert our law into "a code to control the manners, conduct and morals of the American people." His analysis of this movement led him to say: "I think it better to preserve the image of God in man than to set up the image of man in the State."

This idea of strengthening character by leaving the largest possible responsibility to the individual has very marked application to the proposal to put a closer hedge about authors in their writing.

In further editorial comment, the same paper discusses the possibility of a censorship of both moving pictures and of books that shall discriminate between the needs of adults and of young people. Some such difference is usually the accepted method of a bookstore, and should become a more accepted method as the bookseller gains increasing confidence that he alone is responsible for what he sells and that no public clamor for things he disbelieves in need force him to change his standards.

Booksellers are reporting that the public is demanding of them books and magazines they do not care to carry. To some extent it is true that they are forced to carry what is in public demand, lest they be in the situation of standing in judgment of their patrons' tastes. At the same time, every bookseller does have a real power of directing his sales efforts and of keeping in stock only items which his own conscience approves of. A firm stand, even at temporary loss of sales, against books or magazines whose whole selling gesture is that of salacious appeal will

prevent the coming of such legislation as is now proposed, which would make it impossible to put on public sale books of past and present writing whose sincerity of purpose and importance as literary product cannot be denied.

Science a Popular Theme

ONE of the very unexpected productions on the New York stage has been a play on Pasteur, acted and produced by Henry Miller, a play with no plot or romance, as these things are customarily considered, but a chronicle out of real life—not a life such as the life of Lincoln, which provided the theme for the Drinkwater play, but the life of a scientist working in the field of laboratory investigation to establish facts and theories which became of vital importance to a nation and to the world.

That such a theme out of the field of science should have popular appeal must be, in part, explained by the current interest in things scientific. It is a healthy indication that the details of scientific investigations are now not only of more practical interest to people but these investigations are being gathered up and put forth in a way that attracts popular interest and increases understanding of what science means. For some time past, the balance between investigation and exposition has been poorly kept. The facts have been waiting writers to record them.

This increased public interest in the presentation of the facts opens up to the bookstore an unusual opportunity for constructive work. Every book read leads the customer to others, and the section of books on science in the well-ordered bookstore ought to be steadily developed and carefully selected, so that the material most worth while is available for every community. All the developments of modern science have been affected by the theory of evolution, and it would be difficult to find a book in any field that did not accept this theory as a basis of its writing. The bookseller, handling volumes in this field, should himself broaden and extend his knowledge of what science stands for and what fields there are into which researches are extending. Knowledge of discoveries will increase the enthusiasm and intelligence with which these books can be sold.

Training the Bookseller

ONE of the plans discussed at the last Booksellers' Convention was for an increased emphasis on the training of the bookseller, either by store groups or by more elaborate efforts in the larger cities. As far as any reports have come to this office, little progress has been made during the year, and those who realize the importance of better training and who know the long road that has got to be gone over before all of our stores will be competently staffed should come to the Convention resolved to put new emphasis on this important matter.

The watchword selected for this year's Convention is "For Better Bookselling," which means that the Program Committee has this point in mind and will welcome new suggestions and ideas for making practical and concrete the forward movement which the Association desires to stand back of. It is not easy for the bookstore to set aside the time for store classes. There are always a hundred reasons why it is difficult to arrange the time and a hundred reasons for postponing meetings started and for giving up the plan because there seems to be no trained leader. But progress depends on there being a conception of the need and a persistent advance toward the goal. Not only by spectacular programs but by modest programs resolutely clung to will the way be found.

Text-book Legislation

THE New York Assembly has announced that it will adjourn the last week in April, and among the bills that should be allowed to die a natural death is the one prescribing the exact degree of perfection which our text-books shall attribute to the founders of the Republic. Senator Higgins's bill implies, however, that perhaps the founders were not without flaw, as one paragraph says that the bill would not ban a book "which emphasizes and enlarges upon the possible human failings of American patriots" if it balances these revelations by "giving equal prominence to their virtues and merits."

The difficulty will be in deciding just how that balance shall be struck. In conversation with those who have read liberally among recent books on the American Revolution, it is difficult to find anyone who feels that his respect for the republic or for the men who founded the republic has been in any way lessened by finding that these men were a

little more human than he was taught to believe by the text-books of a generation ago. If any of our text-books should talk about the founders as their contemporaries of an opposite political party used to do, there would, indeed, be reason for doubt about permitting such opinions in print.

Rigid Censorship Likely

REPORTS from Albany indicate that the bill to enforce rigid suppression of books with questionable sentences or paragraphs will be passed to the governor next week.

Books in the House Beautiful

BOOKSELLERS with magazine counters might serve their bookselling departments well by ordering a special quantity of *House Beautiful*, May issue. There is to be an article about bookcases and bookshelves, full of good illustrations showing the artistic possibilities of book arrangement in every type of room, from the formal library to the attic chamber. This is just the type of article that the book-trade has wished to see.

It has been often said that the present methods of living provide no good place for books, and, while this may be so in the smallest apartments, even there people have found attractive ways of arranging for shelves that would hold a goodly collection of volumes. When it comes to the larger houses, there are a dozen different ways to arrange bookshelves so that they not only do not take room needed for other furniture, but, by the color they provide, supply a most attractive element in the harmony of the surroundings.

The appearance of bookshelves built-in in the modern house also supplies a very real incentive to a new tenant to increase his library and to be happy in so doing. If architects and real estate developers can come to see the attractiveness of built-in bookcases from the point of view of prospective tenants, there will be many more bookcases provided and many more books for the home.

Business Improvement

THE Harvard Economic Service report, issued March 25th, prophesies that the rest of the year will show further expansion of business, firm or higher commodity prices. It reports that manufacturing profits are now generally satisfactory and that bank credits are in no way extended, which would be favorable to sound conditions.

The "Best Seller" Selling Method

Is This Method of Selling Books a Detriment to Bookselling?

By Albert R. Crone

PART II.

"It has been our positive and definite opinion for some years," writes a publisher, "that the idea of publishing a list of 'Best Sellers' is erroneous. We see no good to come from it. We see no hope of increasing the sale of books by publishing lists of 'Best Sellers.'" "We feel," writes another, "that the publication of such a list is not only not a detriment to bookselling, but a stimulant—increasing the sale of books especially among people who are not regular purchasers."

And so our problem presents itself—Is the "Best Seller" emphasis a detriment to bookselling?

In the issue of the PUBLISHERS' WEEKLY for April 7th we outlined the process by which the record of "Best Sellers" compiled and distributed by *Books of the Month* is carried out. In addition, we reported a limited survey of the attitude of retail bookselling regarding this sales promotion method. It was indicated that the great majority of retailers are served by the preparation of "Best Seller" lists and that they believe that thru their distribution sales of books are increased.

But there is a division of opinion among them—a few wrote that "this business of publishing 'Best Sellers' is the most harmful thing that has entered into the book business." Therefore it may be worth while to bring forward this discussion and to invite opinion from our audience.

The habit of printing "Best Seller" lists is now a little over 25 years old. The business of printing and publishing such lists is carried on by trade journals, jobbers, literary mediums and retail booksellers. Only one list, that of *Books of the Month* is based on a survey among retail book outlets thruout the country. One other—that of the *Bookman* has a similar survey in the library field.

The writer believes that the preparation, publication and use of a "Best Selling" record such as published by *Books of the Month* is a trade help of service to publishers, retailers and the general public.

This list of "Best Sellers" as published by *Books of the Month*, together with the analysis chart covering the United States affords the publisher a monthly picture of selling conditions in all sections. The "Best Selling" record not only places books as per

demand thus recording popular judgments on books as reflected by sales in bookstores but the analysis chart tells just what sections are buying certain types of books. The publisher is thus able to direct sales efforts to conform with certain definite facts.

It has been objected from the publisher's point of view that the list is likely to restrict the buying of retail booksellers to such titles as are included upon a "Best Seller" list. Especially, the argument runs, is it true that the small dealer in the small community tends to take his guidance from the "Best Seller" list. This objection gains added emphasis whenever it applies to the one, six or ten title "Best Seller" lists, but the opposite may also be true—that, with the longer list now printed, dealers may increase the scope of their activity from a half dozen books to a score or more. One dealer writes: "Since we began keeping in stock all the books on your 'Best Seller' list, we have sold more than ten times as many of the late books as formerly."

Thus the small dealer develops from a "few books" dealer to a "Best Seller" dealer, from a "Best Seller" dealer to a book service dealer feeding all of the reading interests of his community. While some declare that dealers buy from best seller lists and hold up orders until they know that a book is a best seller—still it ought not to be denied that it is a salutary and healthful thing that the dealer may consult not only the traveler, the publisher, the jobber but also the testimony of the dealers as represented in a best seller list. Often enough this very testimony has developed and sold books far beyond the forecasts and hopes of the publishers.

To the retail booksellers the publication of the "Best Seller" lists is a service that develops better and increased bookselling. In the first place the record of "Best Sellers" gives the retailer a matter-of-fact survey of books actually in demand—a check-up on popular opinion—a fact worth knowing, wherever books are sold. With this fact before him, "Bill the Bookseller" cashes in on this information by telling the people in his area, "Here's a Best Seller. Here's what other people are reading. It's not my opinion but is the opinion of *Books of the Month*, etc." That's the easiest-way method and it sells those titles, that are "Best Sellers."

Customers are frankly imitative. They like to buy what others have bought, partly because it is an index of merit and partly because it means that they will be reading a book which they will hear discussed around home tables and in travel. There is a very real personal satisfaction in reading the book of the moment; and guides as to what are the books being read have a very real value to selling.

Objections are raised that this method is the difficulty and the crux of the situation. It is stated that only the "Best Sellers" are sold. All the rest, the first authors, middle class authors, etc., etc., never get proper attention from the retail buyer and seller because he's selling the "Best Sellers."

Those who run read the "Best Sellers." One big job the retail bookseller performs is to get constantly at this business of getting new customers—new names for his mailing lists. The "Best Sellers" are the bait and hook that land new and occasional purchasers and place them where they are accessible for further sales purposes.

No bookseller has yet observed that the publicity given to such lists prevents increased purchases of other books for divers reasons. Reviews, word-of-mouth opinions, lectures, personal prominence of the writer, all build sales, and the product of the individual author steadily gains its adherents. The chamber quartet and symphony orchestra thrive in the same community that supports a good open-air band.

It has been found by putting up the large chart of sales in the store that customers will find their way to additional purchases by seeing suggested titles which they had lost track of and if the salesmen can know, for instance, that certain books are among the first of

the fiction and non-fiction, it is a point in the selling talk that will have distinct weight with the customer and help increase the total sales in the new books by giving quick turn to the important items.

And so it may fairly be reckoned that this time and attention given by the retailer to getting all he can out of the "Best Sellers" is profitable for all other books because it makes more and more people available for plus selling.

Then, too, it is quite true that booksellers and their clerks are selling on other bases than the "Best Seller" method. A recent survey indicates how far flung is the sales effort of individual book interest. "Books I Enjoy Selling" as reported in the PUBLISHERS' WEEKLY showed how often dealers sell books because of personal enthusiasm.

But, the objection that many dealers restrict their purchases to "Best Seller" lists and that they hold back orders until they are sure that certain titles are best sellers is a valid and well considered one. However, serious-minded booksellers are on the alert to understand the demands of their public and are constantly buying to serve that demand above and beyond any consideration of best seller records. Indeed, dealers should, nay are, constantly building up their stock by following "Best Seller" records themselves. No dealer can afford to neglect a consideration of "Best Seller" records of the past. He ought so to preserve these records and his own as to be able to prophesy the possibility of sales of the second, third, tenth and so on book of any previously published author. It is a service of these records to bookseller and publisher alike that they provide an index to the sales possibilities of any author. It ought to be the business of the selling publisher and the selling retailer so to keep his records

LATEST RETURNS ON BEST SELLERS

The best-selling books of November, according to reports from 65 American cities tabulated by Books of the Month, were these.

FICTION

"This Freedom." By A. S. M. Hutchinson.

"Babbitt." By Sinclair Lewis.

"The Breaking Point." By Mary Roberts Rinehart.

"Fair Harbor." By Joseph C. Lincoln.

"Rough Hewn." By Dorothy Canfield.

"One of Ours." By Willa Cather.

"Simon Called Peter." By Robert Keable.

"Certain People of Importance." By Kathleen Norris.

"Captain Blood." By Rafael Sabatini.

"The Glimpses of the Moon." By Edith Wharton.

"The Country Beyond." By James Oliver Curwood.

"The Bright Shawl." By Joseph Hergesheimer.

GENERAL

"Outline of Science." By J. Arthur Thomson.

"The Outline of History." By H. G. Wells.

"Story of Mankind." By Hendrik W. Van Loon.

"Mind in the Making." By James Harvey Robinson.

"Practice of Autosuggestion." By C. Harry Brooks.

"Life and Letters of Walter H. Page." By B. J. Hendrick.

"Letters of Franklin K. Lane."

"Self - Mastery - Autosuggestion." By Emile Coue.

"Diet and Health." By L. H. Peters.

"Americanization of Edward Bok." By Edward Bok.

"Revolt Against Civilization." By Lothrop Stoddard.

"Etiquette." By Emily Post.

WHAT THE NEWSPAPER DOES
WITH THE BEST SELLER REPORT
IS SHOWN HERE

The December issue of BOOKS OF THE MONTH will show

THIS FREEDOM, by A. S. M. Hutchinson

as the best selling novel in America during October, as reported by book-sellers through the country, with 67 out of a possible 72 votes. THIS FREEDOM also led the list for September with 71 out of a possible 74.

CAN YOU RECALL a novel in previous years that was the best seller during September and October and failed to have a VERY LARGE SALE DURING THE CHRISTMAS SEASON?

ORDER ACCORDINGLY

THIS FREEDOM is now in its 205th thousand in America, and as this is written, is the leading best seller in McClurg's Monthly Bulletin and in The Bookseller and Stationer.

SAMPLE OF TRADE ADVERTISING BASED ON BEST SELLER REPORT.

as to be able to forecast his market, by locality and otherwise so as to be able to place orders in proper proportion as soon as the publication of a title is projected. Traveling salesmen should be equipped with material that can prove, in some measure, the possibility of sales of any book in any community—based on selling records. And, in the same measure, retail booksellers ought to know the possibilities of any book in their area.

Of the making of lists, as of books, there is no end. This year we've seen lists prepared from many angles—some notable, some ridiculous but all interesting and stimulating to book interest. It may fairly be reckoned from the evidence now available that if a central medium, such as *Books of the Month*, does not collect and distribute the best selling records for the nation-wide trade, local newspapers will take up the effort because of its popular interest and will present records peculiar to local conditions only. This would be deplorable from a trade point of view—for the best picture is a composite picture and not a sectional or local one.

Any number of publishers use the advertising catch phrase "Best Seller" indiscriminately. If more and more mediums come to adopt the business of best seller list making on local reports only—more and more pub-

lishers will find some list somewhere that will be the excuse for "Best Seller" advertising. Whereas a best seller record is an honest, helpful service to the trade, both ends of it—the decision to cease to produce it must be followed by an increasing carelessness of the use of the "Best Sellers" selling method in publisher's advertising.

Books of the Month is looking forward to an ever increasing service thru the medium of its "Best Seller" list. It is asking for reports from booksellers in more and more markets, seeking to make its list as accurate and timely a picture of the month's book sales as possible. It asks the support of all dealers interested in the give and take of trade information for trade service.

We have seen little booksellers in small communities grow in strength and usefulness thru cleaving to the buying and selling of "Best Sellers" as estimated by their fellow booksellers. We have known large booksellers in large centers to use the "Best Seller" list and titles as an advertising drawing card to bring people to their stores. We have seen reviewing mediums use these lists because of their great popular appeal and so have gained publicity and sales for them and for books.

We have found that editors and reviewers have followed these lists as guides in constructing lists of other kinds for articles and

THE BOOKMAN'S GUIDE TO FICTION

THE BOOKMAN will present each month tabloid reviews of a selected list of recent fiction. This section will include also the books most in demand according to the current reports in "Books of the Month", compiled by the R. R. Bowker Company, The Baker and Taylor Company's "Monthly Book Bulletin", McClurg's "Monthly Bulletin of New Books", and "THE BOOKMAN'S Monthly Score". Such books as the editor especially recommends are marked with a star.

EXAMPLE OF USE MADE OF "BEST SELLERS" REPORT, BY MODERN LITERARY MAGAZINE

for group discussion. Publishers of books have followed and used these records to write real trade copy to booksellers in every section with satisfactory tie-up.

Is the opposite true? If these lists were not used and followed would the other books fare better? The question is very hypothetical and we invite the testimony of others. For ourselves we believe that the book that is not a best seller finds its reader on its own merit, on enthusiasm of those who sell it, on advertising and is helped very largely by the stimulus given to books and bookselling by the best sellers.

There are admitted shortcomings to the list of "Best Sellers" as reported each month by *Books of the Month*—due to failures of important book centers to report their sales or to an overbalance of three or four reports from one small market as against one or no report from a big bookselling market. But in the reports of from 50 to 100 dealers in every section these wrinkles iron out and the general average month by month and thru the year gives a pretty true picture of the order of popularity of a certain number of titles during any given period.

The record of "Best Sellers" as produced and distributed by *Books of the Month* is neither inaccurate nor misleading. If checked up against other reports from other methods, a general conformity will be found. The use made of the report is frequently distorted. Advertising copy writers seeking a satisfactory slogan seize "Best Seller" frequently and base their copy upon old records long superseded. Book review mediums tardily place a monthly report in their columns long after that month's report has been produced. And yet, both pay homage to the value as publicity of the "Best Seller" selling method.

Is the "Best Seller" selling method a detriment to bookselling? We do not believe so. It serves publishers and booksellers as a guide to the people's popular reading, and shows where certain types of books are read.

It serves the smaller book seller in the small community as a buying guide. It serves the whole business of bookselling in creating interest in books. It makes use of the "Best Seller" to bring the occasional book buyer into the bookshop—and helps to build a larger and larger circle of book readers.

The "Best Seller" selling method is, of course, but one of many ways of calling attention to books. It ought to be recognized how important it is to play up and play thru other leads to more book publicity and more sales. The book-trade cannot afford to neglect the sales value of "The Ten Most Important Books," "Books for the Desert Island," "A School Room Bookshelf," etc.

etc. All these various lists get attention, build sales and influence the stock a dealer will place, the number of copies he will sell. But certainly a serviceable and necessary list is that made by watching sales of current books—the ear to the ground regard of what the broadest novel reading public is buying as represented by "Best Sellers."

Hotels at Detroit

BOOKSELLERS arranging accommodations for the May Convention at Detroit, should keep in mind the fact that the hotel accommodations not only include the Hotel Statler, which, according to Walter McKee, secretary of the Convention Committee, is still accepting reservations for the Convention week, but, if the Statler becomes full, the Hotel Tuller which also faces the Grand Circus and is just across one narrow street. Accommodations there are of the same character and the same price as at the Statler. Only two blocks away is another first-class hotel, The Wolverine, and there are still others within equally handy distance of the Convention quarters.

Mr. McKee urges everyone to keep this fact in mind and to write to him personally, c/o John V. Sheehan & Company, 1550 Woodward Avenue, Detroit, if there should be any confusion.

The Convention Committee also wishes to emphasize that the first general session is at two o'clock on Monday afternoon. It is to be hoped that all registrations will be completed during Monday morning.

The special New York car leaves Sunday at 5 p. m. For reservations notify David J. O'Connell, c/o Funk & Wagnalls Co., at once.

Elder's Literary Lectures

THE spring announcements of the Paul Elder Bookshop show that the shop's gallery is going to do much for increasing the interest in books and in literary people. Among arrangements that Mr. Elder has made are lectures by Jessie B. Rittenhouse on "Leading Figures in the Poetic Revival" and "Our Women Poets"; Margaret Widdemer will talk on "Poets and Literary Folk," accompanied by reading; and there will be lectures by Peter Clark Macfarlane, the California novelist and David Starr Jordan, and a discussion of the Moscow Art Theatre.

Foreign Books For American Readers

By Ernest Boyd

TWO announcements for this month of considerable importance to those interested in foreign literature are re-issues of works by Georg Brandes, which have been too long out of print. Boni & Liveright promise his "Main Currents of Nineteenth Century Literature," and Crowell his "Creative Spirits of the Nineteenth Century." The former is the greatest achievement of the Danish critic, and the work which gave him his position as the most important literary historian and critic since Taine. It is a classic of its kind, and a work of information and reference as indispensable as Taine's history of English literature. The second work, tho, of course, on a much smaller scale, has an assured place in the canon of Brandes's work. Several of the studies contained in it, those on Flaubert and Ibsen, for example, are historical and standard sources of information. It is fortunate that these fragments, comparatively speaking, of the vast critical accomplishment of Brandes have been retrieved from oblivion. His study of Goethe, I understand, is being prepared for publication this fall. It is the most recent of his works to be translated into English.

A fragmentary little book, but written with knowledge and enthusiasm, is "Georg Brandes in Life and Letters" (Colyer), by Julius Moritzen. The author is a Danish journalist living in New York, and his book is at once a guide to those who are not acquainted with the work of Brandes, and an appreciation of the man himself and his services to literature.

Hermann Hesse's "Demian" (Boni & Liveright), is generally regarded as one of the foremost German novels of recent years. It was first published in 1919 under a pseudonym, and was awarded the Fontane Prize, an award comparable to the Goncourt Prize in France. It is the masterpiece of a poet and storyteller who ranks high in his own country, a contemporary writer, whose name has constantly been linked with that of Gottfried Keller. Hesse was born in Württemberg in 1877, and began life as a mechanic, became a bookseller in Switzerland, turned to literature, and lived for many years in seclusion, writing the series of poems, stories and novels which culminated in "Demian," a profound story of youth, closing with the era whose termination

is marked by the outbreak of the World War.

From the same publisher comes another important work of modern European fiction, "The Road to Calvary," by Alexey Tolstoy, also by an author now introduced for the first time. There are three Tolstoys in the history of Russian literature, of whom only one, Leo Tolstoy, is familiar to readers in this country. The other two are Alexey K. Tolstoy, the author of "Tsar Fyodor Ivanovitch," and Alexey N. Tolstoy, the author of "The Road to Calvary." The former was born in 1817 and died in 1875, and his fame largely rests upon a great historical dramatic trilogy, of which one play, "Tsar Fyodor Ivanovitch," has been produced here by the Moscow Art Theatre. The second Alexey Tolstoy is a newcomer, who was chiefly known as a writer of short stories until the appearance of this novel. He was born in 1882, and lives in Paris with that group of Russian exiles which includes Kuprin, Bunin, and Merejkowski. "The Road to Calvary" was first published as a serial in a Russian paper in Paris a couple of years ago. It is a powerful study of the social chaos in Russia which heralded the collapse of the old order.

At a time when the foreign policy of France is under hostile criticism from so many sides, "Whither France? Whither Europe?" (Knopf) appears with particular appropriateness. The author, Joseph Caillaux, former Premier of France, and Minister of Finance under two administrations, presents in this book the case for a sane policy of economic reconstruction and international co-operation. The excellent translation has been made by Mrs. Helen Byrne Armstrong, wife of Hamilton Fish Armstrong, Managing Editor of *Foreign Affairs*, and U. S. Military Attaché at Belgrade during the great war.

Claude Farrère, whose "House of the Secret" (Dutton) has just been published, is the pen-name of Charles Bargone, who began, as a naval officer, to write exotic novels of the East, which caused him to be hailed as another Pierre Loti. After writing several volumes in the "Madame Crysanthème," tradition he began to publish mystery and adventure stories, which rapidly secured for him the widest popularity. "The House of the Secret" is one of the most successful of these.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

Number 29.

EUGENE (GLADSTONE) O'NEILL 1888—

Eugene O'Neill.

Compiled by FRANK SHAY

MR. O'NEILL'S literary output is entirely in play form.

THIRST AND OTHER ONE-ACT PLAYS. *Boston* [1914].BOUND EAST FOR CARDIFF. *New York*, 1916.
In Provincetown Plays, First Series.BEFORE BREAKFAST. *New York*, 1916.MOON OF THE CARIBBEES AND SIX OTHER PLAYS OF THE SEA. *New York*, 1919.BEYOND THE HORIZON. *New York*, 1920.GOLD. *New York*, 1920.THE EMPEROR JONES. *Cincinnati* [1921].THE HAIRY APE; ANNA CHRISTIE; THE FIRST MAN. *New York*, 1922.THE DREAMY KID. *Cincinnati*, 1922.
In "Contemporary One-Act Plays—1921."

Mr. O'Neill has several plays in anthologies but, with the lone exception of "The Dreamy Kid" none are first publications.

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Thursdays at Five-thirty

Little Talks With the Sales Force

By James Lackington, Jr.

XXV. STORE LOYALTY

WEDNESDAY morning, Mr. Brown failed to report for business and along toward noon a telephone message came that he was ill and that he could not possibly expect to be down all day. He gave his instructions respecting a change or two in the lunch hour and on one or two other matters.

"Let's make it a big day to-day," Gordon said to two of the girls. "Let's make it the best day in a long time, just to show Mr. Brown that we are right on the job."

Along in the afternoon, Mr. Brown again telephoned the store and asked to talk to Gordon. Mr. Brown was very seldom ill and naturally he chafed at being absent from the scene of action and, as he put it, he wanted the "latest news from the front."

"Everything going bully," Mr. Gordon reported, enthusiastically. "We are all sorry to hear you are sick, tho. Take care of yourself. This old place wouldn't get along at all without you. I took Mr. Batchelder's order for a complete set of the new Chambers' Encyclopedia, and Miss Temple sold a copy of Webster's International Dictionary in the India paper."

"Good work," responded Mr. Brown, "and how is 'The Flirt' going?"

"Strong," replied Gordon. He had planned some special features himself in connection with a window display of Booth Tarkington's story "The Flirt" of which a moving picture play was appearing at a local theater.

Mr. Brown questioned Gordon about one or two other matters and then said:

"Now about the meeting tomorrow night. The doctor has just left, and he says that I will have to stay in for a day or two. Anyway, with this throat, I could never talk a half hour. I shouldn't be talking to you now, I suppose. I want you to have the meeting

just the same. We haven't missed a meeting since we started except once or twice during the holiday rushes, and I don't want to break the record unless absolutely necessary. I called up Mr. Partland and he is down to speak at the Retail Credit Men's monthly dinner and he can't wait even until six. Besides, he himself suggested that I put it right up to you to run the meeting. I think it will do you a lot of good to talk things over without the boss."

"But what shall I talk about?" began Gordon.

"Anything you like. It's up to you," Mr. Brown began to cough a little. "Well, that's all. Mrs. Brown says I've talked long enough. Good-bye."

When he called the little group to order next evening, it was obvious that Gordon was somewhat nervous about it. He had had a little public speaking experience in a very modest way, but this seemed altogether different. He had spent Wednesday evening in a feverish effort to get his thoughts together, and he had made copious notes which he hoped would prove to be sufficient. As a matter of fact, they were sufficient to have provided material for four or five meetings. Gordon had a little feeling that he was being watched very critically, but this was really far from true. The members of the force were all anxious to have him make good and stood ready to help him.

"I have no little black book," began Gordon, "but I have made a few notes to keep me from wandering all over the earth. What I think we can have tonight is an intimate little talk together, with perhaps just a little appreciation of the kind of people we work for or work with. I have headed my little talk 'Loyalty,' and I hope that we may have a more or less general discussion along that line. You remember John Gals-



THE BOSS'S DAY AT HOME HAD ITS COMPENSATIONS

worthy's play 'Loyalties' showed the way in which each of us is likely to devote himself to his particular individual or class loyalty. I remember reading in a book once that the employer (the book was addressed to employers) had no reason to expect that the employees would be loyal to him—he must expect them to be loyal to themselves. As Polonius so well observed, even if he was a rather silly old man, 'To thine own self be true: and it must follow as the night the day, thou canst not then be false to any man.' Still, I rather think the writer of that book was wrong; the employer has a right to expect that his employees will be loyal to him, but he must give them something to be loyal to, and he must be loyal to them, also. I was talking with a friend of mine only a month or so ago, along just this line and he gave me a pretty detailed picture of the man he was working for.

"This man had no particular regard for those in his employment. He did not regard them as human beings but rather as lay figures who brought in sales and who performed necessary clerical work. To him, they were much the same as the robots in the Theater Guild play. When one of them had any trouble, such as being sick or perhaps having sickness or death in the family, his heart did not go out in warm human sympathy. He was distressed by the interference with the orderly working of his business, but that seemed to be about all. Yet, according to my friend, this man talked a great deal about 'loyalty to the house'; but he failed to give his fellow workers anything to be loyal to." Gordon looked at his notes. "The employer must see to it that loyalty to him does not interfere with the employee's loyalty to his own highest and best interest. Now, we have a man directing us to whom, it seems to me, it is a great pleasure to be loyal. I feel and I know that every one of us must feel that Mr. Brown is a personal friend and that our comfort, our happiness, our real good are all matters of actual importance to him. I am told that this is good business and that all the best managed concerns try to promote good feeling as a matter of business. The fact remains that Mr. Brown does it because he is a real human being, with a warm hand-clasp, and when you have been away ill and come back, he asks you 'are you better?' You know it isn't perfunctory conversation.

"We are fortunate people to work under such conditions. Mr. Partland is an appreciative employer. He has several other interests besides this store, and we don't come into the close contact with him that we do with Mr. Brown, but I feel that he

is a big-hearted man well deserving our loyalty. But, not for a minute do I suggest that loyalty to the house is the only thing, or the biggest thing. I feel that there is a higher loyalty than that—a loyalty to our work and even if I worked for a boss to whom I couldn't give any heartfelt loyalty, I'd try to be loyal to my work anyway; but I'd get another boss as soon as I could, just as I advised my friend to do and as he has done. Loyalty to our work, that's a big thing."

Gordon glanced at the copious notes he had on this subject and then glanced at his watch. It was nearly six o'clock, so with a sigh, he asked for general discussion, which proved to be very interesting.

Miss Lister told of a former employer who seemed to feel that a smile was out of place in business and who was said to have summed up his business philosophy in these words: "Get 'em afraid of you, and keep 'em that way." "We worked hard enough when he was looking," Miss Lister said, "but how we did lay down on the job when he turned his back." Others told also of interesting experiences, and all were unanimous in the emphatic opinion that Mr. Brown was indeed a prince. Upon motion of Miss Porter, it was decided to send a bouquet to Mr. Brown, the same to be paid for by the voluntary contributions of those present.

"Let me in on that, too," said George Flemming, the errand boy.

After the meeting broke up, the ladies were all very enthusiastic in praise of Mr. Gordon's efforts.

"O, I didn't say half I intended," he told his particular friend, Miss Temple.

Gordon and Miss Temple personally took the flowers to Mr. Brown and greatly cheered him by their companionship and by their messages from their fellow workers. Friday, Mr. Brown was reported greatly improved and on Saturday he returned to business, ready for a big day but rejoicing that a splendid showing had been made during his absence.

Off to France

AS the result of the voting in the New York area in the Good-Will contest for delegates to devastated France, Miss Mollie Leavitt of the New York Public Library came within the first ten of those to go, and Miss Jean Lawlor of Brentano's, candidate of the New York book-trade, also landed safely within the desired group. Over half a million dollars has been raised for this great cause, over and above what is needed to send these women, all from professional and business fields, on a five weeks' trip to France.

Facts And Opinions On Business Conditions

GENERAL industrial and financial conditions of the nation bear an important relation to any one business. To obtain the greatest efficiency business men need to know not only their own business but happenings in the whole field of related activities and financial tendencies. This monthly page is intended as an aid to the book-trade in this direction.

Stationers' Profit and Turnover

THE National Association of Stationers and Manufacturers has for the past few years mailed to its members, each spring, a questionnaire asking for figures on the cost of doing business. The returns from the questionnaire sent out in the spring of last year, covering 1921 business, show that the average percentage of gross profit, reported by ninety dealers, was 36.51 per cent on sales. The average stock turnover, reported by fifty three dealers, was 2.77.

The Paper Situation

CONDITIONS are now excellent in all branches of the paper industry, above normal in some lines, and many mills are running to capacity, according to an announcement in the official publication of the American Paper and Pulp Association. The paper industry has come back to its present condition considerably later than many other basic industries, and there seems to be no doubt that the present prosperity will last at least until the mid-year.

The paper manufacturers, however, are viewing the general business developments thru keenly appraising eyes, so that they may not, as was the case in many instances in the boom year of 1920, be misled into believing that a temporary inflation is an indefinite period of general prosperity.

The business and trade reviews all are optimistic. It must not be overlooked, however, that conditions in the paper industry are such as to force a rapid increase in costs, already being widely felt. The Swedish strike is having its effect on the pulp market, and conditions are changing rapidly, as the strike shows no signs of immediate settlement.

Labor conditions in the United States are such as to have already resulted in increased wages in various districts.

Production at High Level

THE Chamber of Commerce of the United States reports that production of merchandise in this country in the basic industries has,

in February, passed any previous record except one month in 1917. This would give explanation enough of the absence of unemployment which is currently reported. The average price level of all commodities as reported by them is 156 compared with 138 of a year ago.

Reduce Merchandising Costs

THE recently issued report of T. L. Blanke, Director of the Bureau of Accounting and Control of the National Retail Dry Goods Association, shows that the retailer must effect merchandising savings. The importance of a rapid rate of turnover is again emphasized. "Not only does the rate of turnover affect the gross merchandising margin of profit, but it also reduces the waste and loss due to markdowns. The losses from markdowns may, and often do, determine the success of the merchant.

"It is of tremendous import that the average retail merchant thruout the country selling \$1,000,000 worth of merchandise during the year 1921 made a net profit of only \$10,000, or 1 per cent on the net sales.

"The merchant with a million dollar business, who can merchandise so as to avoid more than normal mark-downs, should make \$100,000 profit instead of the \$10,000 that he is now making.

Commodity Prices in March

THE index number of average commodity prices, compiled by *Dun's Review*, shows increase during March of almost exactly 1 per cent. The average is 16 per cent above that of the corresponding date a year ago.

Savings Deposits Increase

AN increase of about \$1,500,000,000 in savings deposits in 1922 over those of the preceding year, is shown in the preliminary figures of the Savings Bank division of the American Bankers' Association. The figures show that compared to reported savings deposits on June 30, 1921, of \$16,618,595,000, the amount for the corresponding date in 1922 was \$18,087,498,000.

The number of savings accounts indicated by the partial data in hand was 28,995,526 on June 30, 1922, compared with 26,637,831 on the corresponding date in 1921, a gain of 2,815,695. For the amount of savings and the number of depositors later data of States from which complete returns have not yet been received are expected to show larger gains for 1922 than are here indicated.

Canadian Price Fixing Case

FIXING of retail prices is an issue in Canada as well as in this country. Across the border, however, there has been no judicial decision in the matter, altho a recent attempt was made to secure one. A board of commerce, especially appointed to investigate the matter, has expressed the opinion, "that in Canada a manufacturer has the legal right to determine upon such selling prices as he thinks fit, to adhere to that policy and to refuse to sell to those who will not give adherence to it." A bill has been prepared for submission at the forthcoming session of the Legislature which will permit the Attorney General to investigate and act against manufacturers if he thinks there is a restraint of trade.

The Publishing Situation in Russia

AN official Russian publication, "The Political and Economic Annual," printed at Hamburg in German, is quoted in the March 15 issue of the *Bulletin de la Maison du Livre Français* as the basis for the most recent figures concerning Russian publishing conditions.

Publishing, like all the other industries, has been nationalized which has resulted in diminution of the number of works but an increased number of editions. Practically every work published runs to 50,000 copies. The statistics for the years 1918-1921 are:

19183,050 volumes
19193,131 volumes
19202,161 volumes

5 months of 19213,277 volumes

Some of the authors whose works have been most popular during the period covered are Gorki, Romain Rolland, Turgenev, Tchekov and Gogol.

Centralization of German Publishing

AN extensive project is under consideration by the German publishers and booksellers, says the *Börsenblatt*, the German book trade journal. It is the intention to centralize much of the work of the publishers and booksellers under three co-operative departments and thus by group buying and a reducing of the overhead of many individual departments effect considerable economy for the trade as a whole and bring about a more efficient service for the consumer. While the scheme is still mainly theoretical, committees are carrying out investigations to test the practicability of the plan. The *Bulletin de la Maison du Livre Français* sees in the project a fresh example of the anti-individualistic tendency of German industry.

An Uncorrected Galley

THERE IS HOPE

"Congress is by no means insensible to poetry. In the last session Kipling was quoted both to support and oppose the army and navy appropriations and for and against the bonus."—*The Book Leaf*.

When statesmen know not how to vote,
Perplexed 'twist pork and bonus,
Happy the leader who can quote
A bard to bear the onus.
Tho legislative clouds may lower
More dark as seasons roll on,
All's well while Kipling still has power
To soothe the savage Solon.

KEITH PRESTON in
Chicago Daily News.

Max Elser tells us something he overheard in the lobby of the ——— Theatre, between the acts of a rather highbrow show. Personæ: a husband and wife, the former rather chafing to call it an evening and quit. The lady: "Well, I think it's terrible, a man with your education, not willing to be bored by something really artistic."

CHRISTOPHER MORLEY
in *New York Evening Post*

A REVIEWER'S BOOK NOTES

Here is a tip for the publishers: We can use red books . . . that is to say, books in red bindings.—The living room of our humble home needs what the interior decorators mean when they say: "Just a little note of color . . . right here! What: Don't you think so? Yes! A lyric red! Don't you think?"

We can use about three hundred medium sized red books in the next year or so, and while we do not absolutely promise to notice every red book sent to us in that time, we do throw out the hint that the red books will stand a better chance than those of any other color.

Books as fuel have always been a disappointment to us when burned in an open fireplace.—You have to stir them so much.—Or else you have to get such a roaring fire of logs going in order to burn the books that there is absolutely no economy in it, considering what wood costs per cord nowadays.

We are willing to promise, however, that we will never burn a red book.

Emerson says: "*Books are the best things, well used*" . . . And we agree with him.

DON MARQUIS in *New York Tribune*.

Best Sellers During March

[From Books of the Month]

THE March best selling records, which have just been compiled, include four newcomers among the twelve most popular novels. "His Children's Children," has entered the best sellers list by capturing sixth place. Eight and ninth places are held by "Flaming Youth" and "Faint Perfume," while Philip Gibbs's "The Middle of the Road" is eleventh. "Simon Called Peter" has slid back from eighth to twelfth place. Zane Gray lost first place and was superseded by Mrs. Atherton. "The Dim Lantern," continues second and "The Cathedral" maintains the fourth position. "Babbitt" went down from fourth to seventh place. It seems that this year's novels are now firmly entrenched and the hold-overs from last year are having a difficult time. Four of them disappeared from the list during the last month.

The serious side of social self-improvement showed a decided gain during the past month, Emily Post's "Etiquette" now heading the non-fiction list while last month it was in sixth place and trailing behind "Perfect Behavior." "The Americanization of Edward Bok" re-entered the list and holds tenth place. Other newcomers were: "Beasts, Men and Gods" in fourth place, and Ludwig Lewisohn's "Upstream" in the eleventh. The self-improvement books are still prominent at the head of the list, "Self-Mastery Thru Conscious Auto Suggestion," being second and "The Mind in the Making" third.

FICTION

- Black Oxen. By Gertrude Atherton. *Boni & Liveright.*
 The Dim Lantern. By Temple Bailey. *Penn.*
 Wanderer of the Wasteland. By Zane Grey. *Harper.*
 The Enchanted April. By "Elizabeth." *Doubleday, Page.*
 The Cathedral. By Hugh Walpole. *Doran.*
 His Children's Children. By Arthur Train. *Scribner.*
 Babbitt. By Sinclair Lewis. *Harcourt, Brace.*
 Flaming Youth. By Warner Fabian. *Boni & Liveright.*
 Faint Perfume. By Zona Gale. *Appleton.*
 Man's Country. By Peter Clark Macfarlane. *Cosmopolitan.*
 The Middle of the Road. By Philip Gibbs. *Doran.*
 Simon Called Peter. By Robert Keable. *Dutton.*

GENERAL LITERATURE

- Etiquette. By Emily Post. *Funk & Wagnalls.*

Self-Mastery Thru Conscious Auto Suggestion. By Emile Coué. *American Library Service.*

The Mind in the Making. By James Harvey Robinson. *Harper.*

Beasts, Men and Gods. By Ferdinand Ossendowski. *Dutton.*

The Outline of History. By H. G. Wells. *Macmillan.*

The Life and Letters of Walter H. Page. By Burton J. Hendrick. *Doubleday, Page.*

Perfect Behavior. By Donald Ogden Stewart. *Doran.*

Diet and Health. By Lulu Hunt Peters. *Reilly & Lee.*

The Story of Mankind. By Hendrik W. Van Loon. *Boni & Liveright.*

The Americanization of Edward Bok. By Edward Bok. *Scribner.*

Up Stream. By Ludwig Lewisohn. *Boni & Liveright.*

The Outline of Science. By J. Arthur Thomson. *Putnam.*

Better Homes Week June 4 to 10

THE National Council of "Better Homes in America" under the leadership of Herbert Hoover has definitely decided upon the week of June 4 to 10 for the 1923 Better Homes Week campaign. A week in the late Spring was chosen so as to give the fullest possible opportunity for outdoor demonstrations such as fêtes, concerts, pageants and plays.

The Week is intended to give to the people of communities all over the country a fuller conception of the possibilities of better housing conditions and a better grasp of what can be done with a limited income in making a home. It is an effort to arouse the desire on the part of all members of the family toward making the home a place of comfort and inspiration.

Books and home libraries were important features of the demonstrations held in nearly one thousand towns and cities last year. This year much more extensive plans are being made by publishers and booksellers for exhibits and publicity in connection with the Better Homes campaigns. Detailed information may be obtained from Mrs. William Brown Meloney, editor of *The Delineator*, 223 Spring St., New York City.

Book News From Europe

THE American Library in Paris has recently arranged for the extension of its press service to two important French weeklies, *Europe Nouvelle* and *Nouvelles Littéraires*. This service now embraces not only the leading newspapers published in English but also twelve French reviews.

A Week's Gleanings of Book-Trade News

SARAH BERNHARDT'S AUTOBIOGRAPHY, "Memories of My Life," has been rushed thru the presses by Appleton for publication in a popular edition.

"DON'T DENY YOURSELF A NEW RELIGIOUS BOOK, your spirit, also, requires its bread and butter." This clever line recently made its appearance on a Macmillan jacket.

ALL THE HITHERTO UNPUBLISHED WORKS of the late Katherine Mansfield are to be published by Knopf, who published her first two books, "Bliss" and "The Garden Party." The first of the new books will be a volume of short stories entitled "The Dove's Nest," which will appear in the fall.

THE FIRST FIVE BOOKS sold at the new Harcourt, Brace Bookshop at 4 West 43d St., New York, one book to each customer as they drifted in, were "Second April" by Edna St. Vincent Millay; "Enchanted April" by "Elizabeth"; "Jacob's Room" by Virginia Woolf; "Last Poems" by A. E. Houseman; and "The Founding of New England" by James Adams.

ONE YEAR AGO VACHEL LINDSAY was distributing Egyptian grammars among his friends (and they were putting them away on their top shelves). Now they are hurrying them onto their library tables and thousands of people are pouring into the Egyptian sections of the museums.

THE FRENCH POETRY SOCIETY has awarded the Fouraignau prize for 1922 to André Romane for his volume entitled "Délassements Amoureux." M. Romane won the Jacques Normand prize of the Société des Gens de Letters in 1920.

DR PERCY STICKNEY GRANT STATES HIS POSITION in regard to church liberalism in a new work, "The Religion of Main Street," published by American Library Service. The book contains the series of sermons in which he challenged the limitations of modern Christianity and also includes his complete correspondence with Bishop Manning. In a foreword it is admitted that Dr. Grant's famous reply to the Bishop's demand regarding his recent unorthodox statements was not written by Dr. Grant but by a group of friends.

BEN HECHT HAS TRIED HIS HAND at another type of writing and has produced a detective story, "The Florentine Dagger," which will be published by Boni & Liveright.

LAURENCE LYON WAS RECENTLY REVEALED AS THE AUTHOR OF "The Pomp of Power," which was published anonymously and about which there was so much speculation as to the identity of its author.

"THE SHINING PYRAMID," a volume containing the more important uncollected stories, sketches and essays of Arthur Machen, is being published, in an edition limited to 875 numbered copies, by Covici-McGee. The volume will be a long 12 mo., bound in black and gold cloth and printed on a fine grade of paper.

"AN OUTLINE OF LITERATURE AND ART" is being produced under the joint editorship of John Drinkwater and Sir William Orpen to be published in England by George Newnes, Ltd. The aim of the work is to give a vivid idea of the great writers of all ages. Every writer in the history of literature is clearly "placed"—the story of his life is told and the characteristics that have made his work famous are explained. Starting with the classical Myths and Legends, the Bible, the Koran and other religious books, the work includes, in outline, the literature of every country. The work will embrace the "Outline of Art" which, however, forms a separate section. The main purpose here will be to reproduce as many as possible of the greatest pictures of the world and to say enough about the painters for the reader to understand what are the peculiar characteristics and what are the qualities of the work that make it beautiful and inspiring. The "Outline of Literature and Art" will be published, as was the "Outline of Science," by Newnes in about 24 fortnightly parts. The complete work will contain some 1,000 illustrations, many of them in full colors. The first part was issued February 2.

The American edition of the "Outline of Literature and Art" will be published by Putnams, at whose suggestion the work was undertaken. The section on Modern American Literature has been contributed by Henry James Forman. No date has yet been announced for publication and there is little likelihood of the work being issued in this country before 1924.

Communications

OBSERVE PUBLISHING DATES

Editor, PUBLISHERS' WEEKLY:

As a matter of assistance and convenience to the bookseller, many publishers are in the habit of shipping books in advance of date of publication, accompanied with the request that they shall not be placed on sale before the date specified.

While we are unable to say definitely that such privilege has been abused by the sale of the books, we do know that they have been placed on the shelves of circulating libraries, run in connection with bookstores, in advance of the date of publication. We believe that if booksellers and librarians realize that by so doing they are abusing a very decided privilege and are acting in an un-ethical manner to say the least, they will cease to take advantage of a very helpful action on the part of the publishers.

At the same time, it would be well for the publishers to see to it that when shipping books in advance, the bills or notices of date of publication do not arrive a few days *after* the receipt of the books, as in such case the fault would rest upon the publisher, not upon the bookseller.

Yours very truly,
WM. BALLANTYNE & SONS.

Cabell in "Firsts"

A SET of nineteen volumes, the earliest of which is 1904, records the literary output of James Cabell, as advertised in a rare book catalog of the Centaur Book Shop in Philadelphia. The set is priced at \$325, or, an average of about \$17 a volume. This listing is a very striking indication of the enthusiasm that has developed in the past few years for the collection of contemporary material. English dealers are as keenly alive to the situation as American, dealers and catalogs on both sides are continually calling attention to twentieth century material at steadily advancing prices.

Roland Holt-Constance Mackay

ON April 11th, at Grace Church, New York, Roland Holt, vice-president of Henry Holt Co., was married to Constance D'Arcy Mackay, the well-known author of plays and books on the theater. Mr. Holt is the son of Henry Holt and has been connected with Henry Holt & Co. since 1890. He is an authority on music and the drama and has lectured widely on these subjects besides contributing to periodicals.

Miss Mackay began to bring out plays for children in 1909 and has a dozen popular volumes to her credit. During the war she was director of the department of pageantry and drama for the camps. She is a member of the Pen & Brush and of the P. E. N. Clubs.

Illinois Bookselling Convention May 1 and 2

THE 1923 Convention of The Illinois Booksellers' and Stationers' Association will be held in Champaign, Illinois, May 1 and 2. The largest attendance on record is expected, as the Convention City is centrally located and a city of many attractions. Chief of these, is the University of Illinois, with its sixty buildings. An attractive program has been arranged with speakers of national reputation. Complete information may be obtained from Harry H. Chumley, 129 N. Main St., Decatur, Illinois.

Personal Notes

GEORGE L. TOOKER, for six and a half years with E. P. Dutton & Co., and for the last five and a half years with Schulte's Book Store, has associated himself with the Publicity Department of the A. L. Burt Company. Mr. Tooker takes up his new work on April 9th.

G. HOWARD WATT, brother of William J. Watt, publisher, has entered publishing on his own account, but will continue to handle on the road his brother's publications as well as his own. His first book was "The Blood Ship," by Norman Springer, and now he has obtained the rights to the detective stories by Herman Landon, the author of "The Gray Phantom," "The Gray Phantom," being a detective who appears in several of the books. The volume just off the press with Mr. Watt's imprint is called "Gray Terror." Mr. Watt's publishing office is at 558 Madison Avenue, New York City.

Business Notes

LAKEWOOD, O.—Daniel F. Waugh, formerly manager of the book department of Trask, Prescott & Richardson of Erie, has opened a book and stationery shop at 15012 Detroit Avenue.

MONTCLAIR, NEW JERSEY.—Edward L. Hearn opened April 10 a Stationery, Book and Gift Store at 624 Bloomfield Ave.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tj. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Allen, Chester Arthur

The seasons [verse]. 46 p. O [c. '22] Bost., Badger \$1.50

Atkins, Gaius Glenn

The undiscovered country. 213 p. D '22 N. Y., Revell \$1.50

Automobile (Official) blue book, 1923; standard touring guide of America, established 1901; v. 4, Western and Transcontinental. 878 p. fold. map. nar. O c. '23 Chic., Automobile Blue Books, Inc. \$3

The blue books cover the entire United States and Southern Canada in four volumes; a motorist's encyclopedia.

Ayscough, John, pseud. [Francis Browning Drew Bickerstaffe-Drew]

Dobachi. 7+284 p. D c. N. Y., Macmillan \$2

A story laid in the coast village of Zennon, a New England settlement of Cornish Puritans, how Dobachi, the heroine contrasts with her rigorous surroundings, how she falls in love with the bad boy of the village and how he escapes from the repressive morality of his people thru the influence of a Catholic priest.

Barnard, Charles, and Burgess, Neil

The county fair; a comedy in 3 acts. 95 p. front. (por.) il. D '21; '22 N. Y., S. French pap. 75 c.

Barnard, H. C.

The French tradition in education; Ramus to Mme. Necker de Saussure. 6+319 p. front. (por.) D '22 N. Y., Macmillan \$3.50

Bendz, Ernst

Joseph Conrad; an appreciation. 117 p. O '23 N. Y., H. W. Wilson Co. pap. apply

Bennett, I. D.

The vegetable garden; rev. and enl. from the original text by Adolph Kruhm. 12+231 p. il. D (Amateur's book of the garden ser.) c. '23; '08 Garden City, N. Y., Doubleday, Page \$1.75

Berry, Sidney M.

Revealing light. 219 p. D '22 N. Y., Revell \$1.50

Bishop, William Samuel, D.D.

Spirit and personality; an essay in theological interpretation. 11+184 p. D c. N. Y., Longmans, Green \$1.50

Blunden, Edmund Charles

The Bonadventure; a random journal of an Atlantic holiday [introd. by H. M. Tomlinson]. 245 p. O c. N. Y., Putnam \$2

An account of a round trip from England to South America with the "Bonadventure," a cargo ship, of the life aboard and ashore; together with reflections and idler's verses.

Bowie, Walter Russell

The road of the star. 222 p. D '22 N. Y., Revell \$1.50

Braddy, Nella

The book of business etiquette. 293 p. D '22 Garden City, N. Y., Doubleday, Page \$2

Brandes, Georg

Creative spirits of the nineteenth century; tr. by Rasmus B. Anderson. 9+478 p. front. (por.) D [c. '23] N. Y., Crowell \$3

A series of essays, discussing statesmen, poets, philosophers, and prose-writers of the past century, including Hans. Christian Andersen, John. Stuart Mill, Gustave Flaubert, Henrik Ibsen, Napoleon Bonaparte, etc.

Bushnell, David I., Jr.

Villages of the Algonquin, Siouan, and Caddoan tribes west of the Mississippi. 10+211 p. il. O '22 Wash., Gov. Pr. Off., Supt. of Doc. apply

Caesar, Caius Julius

Eight books of Caesar's commentaries on the Gallic War, literally tr. with explanatory notes by C. D. Younge. 270 p. S [n. d.] Chic., Regan 65 c.

Caillaux, Joseph

Whither France? whither Europe; tr. by Helen Byrne Armstrong. 11+184 p. O c. N. Y., Knopf \$2.50

M. Caillaux, a former Premier of France, writes from the standpoint of a liberal internationalist and Free Trader, who believes that the salvation to Europe does not lie in armaments and tariff walls.

Chisholm, George G., and Birrell, J. Hamilton

A smaller commercial geography; new ed. 14+302 p. D '23 N. Y., Longmans, Green \$1.50

Cicero, Marcus Tullius

Select orations; literally tr. with explanatory notes by C. D. Younge. 269 p. S [n. d.] Chic., Regan 65 c.

Coatsworth, Elizabeth J.

Fox footprints [verse]. 78 p. D c. N. Y., Knopf bds. \$1.50

Reflects the spirit of the Orient; a blending of Oriental imagery with Occidental technique.

Coué, Emile

How to practice suggestion and autosuggestion; preface by Charles Baudouin. 128 p. D c. N. Y., Am. Lib. Ser. \$1.25

Contains a complete report of a clinic as conducted by Coué at Nancy and the verbatim report of Coué's lecture as delivered in America.

Cressy, Edward

Discoveries and inventions of the 20th century. 23+458 p. il. O '23 N. Y., Dutton \$5

A non-technical account of the Revival of Water Power, Generation and Transmission of Electricity, Refrigeration, Soil and Crops, Modern Chemistry, Conquest of the Air, Wireless, Radium and Radio-Activity, etc.

Cross, E. A.

The little grammar; for junior high schools. 16+148 p. S [c. '22] Bost., Atlantic Mo. Press 90 c.

Curtis, Alice Turner [Mrs. Irving Curtis]

A Yankee girl at Shiloh; il. by Isabel W. Caley. 212 p. il. D c. '22 Phil., Penn \$1.50

A spy story of the Civil War; for young people.

Degener, Herrmann A. L., comp.

Wer ist's? Biographien von rund 20,000 lebenden Zeitgenossen, etc.; begründet, herausgegeben und unter Mitwirkung von R. Adé redigiert von [author]. 48+1792 p. D '22 N. Y., Lemcke & Buechner \$6

Escrich, Enrique Pérez

Fortuna-Tony; ed. with introd., notes, exercises and vocabulary by M. A. De Vitis. 12+154 p. S [c. '22] Bost., Allyn & Bacon 80 c.

Two dog stories for pupils in the early stage of their study of Spanish.

Falconer, Robert C.

A child's ramble through the Bible. 159 p. D '22 N. Y., Revell \$1.25

Fergusson, Harvey

Capitol Hill; a novel of Washington life. 309 p. D c. N. Y., Knopf \$2.50

The story of Ralph Dolan and "the Washington that lies under the surface, the Washington of professional job-holders and manipulators, the Washington that really runs the country."

Follett, Wilson

The modern novel; a study of the purpose and the meaning of fiction; rev. ed. 39+338 p. D c. '23; '18 N. Y., Knopf \$2.50

Clark, David Lee

Brockden Brown and the rights of women. 48 p. O (Univ. of Texas bull. no. 2212; comp. lit. ser., no. 2) '22 Austin, Texas, Univ. of Texas apply

Dyson, Walter

The founding of Howard University. 24 p. map

Garnett, David

Lady into fox; il. with wood engravings by Mrs. R. A. Garnett [Miss Rachel Marshall]. 97 p. front. D c. N. Y., Knopf \$1.50

A story of strange humor and beauty, how a lady is suddenly turned into a fox and eventually killed in her husband's arms by a pack of hounds.

Gordon, Margery, and King, Marie B., comps.

Verse of our day; an anthology of modern American and British poetry, with studies in poetry. 29+481 p. (9 p. bibl.) D [c. '23] N. Y., Appleton \$2

Gould, Joseph, and others

Draughts; Gould's problems, critical positions and games, by all the greatest players and composers of the world, to which is added a special section of bridge position problems, by the late W. J. Wray; the whole interspersed with notes on the positions by [author]; with an appendix, containing corrections and improvements of play, comp. by J. Richards; 3rd ed. 4+378 p. il. S [n. d.] Phil., McKay \$1.50

Grant, Rev. Dr. Percy Stickney

The religion of Main Street. 200 p. D c. N. Y., Am. Lib. Ser. \$1.50

Includes Shall We Consecrate Churches? The Bishop's Letter; Dr. Grant's Reply; Bishop Manning's Second Letter; Should Liberalism Be Generally Taught? Do We Need a New Religion, etc.

Greenbaum, Rev. Leon

Mind and money; a text-book on spiritual economics; or, the cosmic laws of wealth and success. 128 p. S [c. '23] Los Angeles, Open Vision School of Truth \$2

Purpose to counteract the over-emphasis which the world has placed upon money and to teach that understanding of mind which imparts mastery over money and all else.

Hall, A. Neely

Home-made games and game equipment; with over 500 il. and working drawings by the author and Norman Hall. 20+394 p. il. D [c. '23] Bost., Lothrop, L. & S. \$2.50

Halsey, Frank D., and Azoy, A. C. M., Jr.

Goal lines; an anthology of Princeton verse, athletically inclined, combined with which is some campus chatter. 11+63 p. O c. '22 Princeton, N. J., Princeton Univ. Press \$1.50

Harrison, H. H.

Printing telegraph systems and mechanisms. 12+435 p. il. O '23 N. Y., Longmans, Green \$7

Hay, Ian

Tilly of Bloomsbury; a play. 90 p. il. O '22 N. Y., S. French pap. 75 c.

(fold.) O (Howard Univ. Studies in Hist., no. 1) '21 Wash., D. C., Howard Univ. Press apply

Erwin, Margaret

Canyon garden. 103 p. D '22 San Fran., Cal., A. M. Robertson apply

Hays, Arthur Garfield

Enemy property in America; a survey of the Trading with the Enemy Act, the decisions of the court under that act, the traditions and policies of the U. S. Govt. with regard to enemy property, etc. 12+396 p. O c. Albany, N. Y., M. Bender \$6

Hemmerde, Edward G., and Neilson, Francis

A butterfly on the wheel; a play in 4 acts. 80 p. il. O '22 N. Y., S. French pap. 75 c.

Henry, W. A.

Feeds and feeding; a handbook for the student and stockmen; rewritten by Frank Barren Morrison. 10+770 p. il. O c. Madison, Wis., Henry-Morrison Co. \$4.50

Herford, Oliver, ed.

Poems from "Life"; with introductory words by [author] and orchestration by Charles B. Falls. 23+308 p. S c. N. Y., Macmillan \$2.50

A collection of the best and wittiest poetry from our "foremost" American magazine of humor, chosen by Oliver Herford, one of our well-known writers of humorous verse; a companion volume to "Poems from *Punch*," offering a contrast to the English verses both in manner and viewpoint.

Holmes, W. H. G.

The presence of God; a study in divine immanence and transcendence; with a preface by Charles Gore, D.D. 14+114 p. D '23 N. Y., Macmillan \$1

Inge, Archbp. William Ralph, D.D.

The philosophy of Plotinus; the Gifford lectures at St. Andrews, 1917-1918; in 2 v. 20+270; 12+253 p. O '23 N. Y., Longmans, Green set \$5

Jackson, Fred

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A primer of natal astrology for beginners; how to cast the horoscope and read its happy auguries or portents; 4th ed. 87 p. D [n. d.] Phil., McKay 75 c.

Williams, Harry G., and Fagg, Charles J., eds.

The freight traffic red book; a practical reference book for those actively engaged in traffic work; an everyday guide for the shipper; a condensed but comprehensive text book for the student of freight transportation; comp and ed. by [authors]. 592 p. O '23 c. '22 N. Y., Traffic Pub. Co., 150 Lafayette St. \$6

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Waheenee; an Indian girl's story told by herself to Gilbert L. Wilson; il. by Frederick N. Wilson. 189 p. front. (col.) il. D '21 c. '21 St. Paul, Minn., Webb Pub. Co. \$1.25

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- Epistles to the Corinthians. Riggs, J. S. & Reed, H. L. \$1.60
Macmillan
- Essays on current themes. Smith, C. A., ed. \$1.80
Ginn
- Evolution and progress of mankind, The. Klaatsch, H. \$8.50
Stokes
- Feeds and feeding. Henry, W. A. \$4.50
Henry-Morrison Co.
- Fern lover's companion, The. Tilton, G. H. \$3
Little, Brown
- Fortuna—Tony. Eschrich, E. P. Soc.
Allyn & Bacon
- Fox footprints. Coatsworth, E. J. \$1.50
Knopf
- Freight traffic red book, The. Williams, H. G. & Fagg, C. J. \$6
Traffic Pub. Co.
- French tradition in education, The. Barnard, H. C. \$3.50
Macmillan
- Full house, A. Jackson, F. 75c. S. French
- Genius of America, The. Sherman, S. P. \$2
Scribner
- Glory of the Pharaohs, The. Weigall, A. E. P. B. \$5
Putnam
- Goal lines. Halsey, F. D. and others. \$1.50
Princeton Univ. Press
- God's blessed man. Rader, P. \$1.50
Doran
- Golden days. Toler, S., & Short, M. 75c.
S. French
- Great initiates, The. Schuré, E. \$2
McKay
- Heidi. Spyri, J. \$3.50
McKay
- Home lessons in religion. Stagg, S. W. & Stagg, M. B. \$1
Abingdon
- Home-made games and game equipment. Hall, A. N. \$2.50
Lothrop
- How to practice suggestion and autosuggestion. Coué, E. \$1.25
Am. Lib. Ser.
- Impromptu. Paul, E. H. \$2.50
Knopf
- Joseph Conrad. Bendz, E. H. W. Wilson
- Lady into fox. Garnett, D. \$1.50
Knopf
- Lectures on the Christian character. Strong, E. L. \$2.25
Longmans, Green
- Lewis Seymour and some women. Moore, G. Boni & Liveright
- Line o' gowf or two, A. Taylor, B. L. \$2
Knopf
- Literary lights. Markey, G. \$2
Knopf
- Little grammar, The. Gross, E. A. 90c.
Atlantic Mo. Press
- Maine coast. Snow, W. \$1.75
Harcourt
- Manual for teachers of bookkeeping. McMurry, K. F. 64c.
Ginn
- Meaning of life, The. Keigwin, A. E. \$1.50
Doran
- Mind and money. Greenbaum, Rev. L. \$2
Open Vision School of Truth
- Modern novel, The. Follett, W. \$2.50
Knopf
- Money talks. McGarrah, A. F. \$1.25
Revell
- Moneyless magnate, A. Shannon, Rev. F. F. \$1.50
Doran
- Mystic meaning of the Grail legend, The. Staring, C. S. \$2
Colwell Press
- Nathan Burke. Watts, M. S. 88c. Macmillan
- Nervous ills. Sidis, B. \$3
Badger
- Only 38. Thomas, A. E. 75c. S. French
- Philosophy of Plotinus, The. Inge, Archbp. W. R. \$5
Longmans, Green

- Pig book for boys and girls, The. Smith, W. W. \$1.25 *Lippincott*
 Plays. Sierra, G. M. \$7 *Dutton*
 Poems from "Life." Herford, O., ed. \$2.50 *Macmillan*
 Poetical works of Joaquim Miller. Sherman, S. P., ed. \$3.50 *Putnam*
 Prem Masih of Damoh. Miller, G. E. \$1 *Powell & White*
 Presence of God, The. Holmes, W. H. G. \$1 *Macmillan*
 Primer of natal astrology for beginners, A. Wilde, G. 75c. *McKay*
 Printing telegraph systems and mechanisms. Harrison, H. H. \$7 *Longmans, Green*
 Psychology of prayer, The. Stolz, K. R. \$1.25 *Abingdon*
 Real story of the pirate, The. Verrill, A. H. \$2.50 *Appleton*
 Religion; 1st and 2nd manuals. MacEachen, R. ea. \$1.40 *Macmillan*
 Religion; 3rd manual. MacEachen, R. 44c. *Macmillan*
 Religion of Main Street, The. Grant, P. S. \$1.50 *Am. Lib. Ser.*
 Revealing light. Berry, S. M. \$1.50 *Revell*
 Road of the star, The. Bowie, W. R. \$1.50 *Revell*
 Round the round world. Rader, P. \$1.50 *Revell*
 Roving critic, The. Van Doran, C. C. \$2.50 *Knopf*
 Russian players in America. Sayler, O. M. \$50 *Bernhardt Wall*
 Scientific Christian thinking for young people. Johnston, H. A. \$1.25 *Doran*
 Seasons, The. Allen, C. A. \$1.50 *Badger*
 Second livre, Le. Méras, A. A. & Méras, B. \$1.12 *Am. Bk. Co.*
 Second year Latin. Place, P. O. \$1.68 *Am. Bk. Co.*
 Select orations. Cicero, Marcus Tullius. 65c. *Regan*
 Selected papers and addresses. Keen, W. W. \$3 *Jacobs*
 Short history of the British Commonwealth, A. Muir, R. \$6 *World Bk. Co.*
 Smaller commercial geography, A. Chisholm, G. G. and Birrell, J. H. \$1.50 *Longmans, Green*
 Sons and lovers. Lawrence, D. H. 95c. *Boni & Liveright*
 Spirit and personality. Bishop, W. S. \$1.50 *Longmans, Green*
 Stella Dallas. Prouty, O. H. \$2 *Houghton*
 Study of Genesis and Exodus, A. Walker, R. H. \$1 *Meth. Bk. Con.*
 Tales from Shakespeare. Lamb, C. & Lamb, M. \$1.50 *McKay*
 Things near and far. Machen, A. \$2 *Knopf*
 Three sacraments of initiation, The. Labauche, Rev. L. \$2.50 *B. Benziger*
 Tilly of Bloomsbury. Hay, I. 75c. *S. French*
 Unbidden guest, The. Villa, S. \$2 *Macmillan*
 Undiscovered country, The. Atkins, G. G. \$1.50 *Revell*
 Unveiled ladies of Stamboul, The. Vaka, D. \$4 *Houghton*
 Vegetable garden, The. Bennett, I. D. \$1.75 *Doubleday*
 Verse of our day. Gordon, M. & King, M. B., comps. \$2 *Appleton*
 Villages of the Algonquin, Siouan, and Caddoan tribes west of the Mississippi. Bushnell, D. I. *Gov. Pr. Off.*
 Waheenee Wilson, G. L. \$1.25 *Webb Pub. Co.*
 Webster's little gem dictionary. Webster, N. G. & C. Merriam Co.
 Wer ist's? Degener, H. A. L., comp. \$6 *Lemcke & Buechner*
 Whither France? whither Europe? Caillaux, J. \$2.50 *Knopf*
 Yankee girl at Shiloh, A. Curtis, A. T. \$1.50 *Penn*

Rare Books, Autographs and Prints

COLOR wood blocks by Bartlett, Baumann, Thrope, Gardner, Patterson, Ruzicka and others are on exhibition at the Brown Robertson Gallery.

The Salmagundi Club is making a spring show of water colors, pastels, lithographs, etchings, block prints and illustrations. It will last until April 27th.

The current catalog of P. J. & E. A. Dobell of London contains an extraordinary collection of early autograph letters of Leigh Hunt, including letters written to his sweetheart and wife, letters written while in prison, and also many letters of literary men written to him.

The American Institute of Graphic Arts is showing the process of engraving, with en-

graved plates in printing the full color reproduction of William Willet's "Dante and Beatrice." This is very clearly shown and is interesting to any one who would like to understand the process.

Librarians and book lovers from many countries, including the United States, met at the Sorbonne on April 3rd for the third international congress of bibliophiles and librarians. The congress will devote a week to the various problems of libraries. Many exhibitions of rare books, artistic printing and binding and the like are being held in connection with the congress.

The discovery of important privately owned collections gathered without the knowledge of

the collecting public is frequently being made. One of the latest is the collection of books relating to the North American Indians and specimens of the latter's craftsmanship in the arts of war and peace, owned by Harrison Brockbank, an English actor resident in this city.

The first authoritative figures from Sotheby's in London of the sale of the twelfth part of the Britwell Court Library shows that Dr. Rosenbach will bring nearly all of the rarer items to this country. Out of a total of \$307,082.85, Dr. Rosenbach's purchases amounted to \$237,116.30. There have been many expressions of regret that so many rare books are forever leaving English soil but the losses generally have been taken philosophically.

The Croue collection of first editions of Balzac, containing 117 volumes, recently sold at Anderson's, is now in the Harper Memorial Library of the University of Chicago. Another interesting collection, presented to the university thru the Alumni Council, is composed of five rare manuscripts, valued at \$9,000. The most valuable of these manuscripts is the "Novellae Constitutiones or Authenticum of Justinian," dating from about the middle of the thirteenth century. Its fine workmanship and rich illumination indicate that it was executed for some prince, possibly the Emperor Frederick II.

Brooklyn will commemorate the one hundredth anniversary of the first time "Home, Sweet Home" was sung in public, by exercises in Prospect Park Sunday afternoon May 6. The exercises will also mark the fifth anniversary of the John Howard Payne memorial monument in the park. The song was really sung for the first time in London May 8, when it was embodied in Payne's opera "Clari, the Maid of Milan," but the date was set as Sunday so that the people of Brooklyn and vicinity might join in the celebration.

The reason why so many rare books are coming to America from Germany is plain enough if one stops to realize actual costs. In reckoning the price of marks, the book-sellers multiply the pre-war gold price by 500, so that a book sold for four marks now costs 2,000. But when one buys with American money the situation is reversed. The Tauchnitz novels, for instance, which formerly cost forty cents can now be bought for five cents. Altho rare and costly books seem prodigiously high in marks they are very low in dollars and cents.

Henry Young & Son, well known rare book dealers of Liverpool, have embarked upon a new enterprise that will be of interest to collectors. They have prepared a new edition, limited to fifty-one copies, of Blake's "Songs of Innocence and Experience" by the actual methods employed by Blake himself, coloring and gilding the copies from the original in the British Museum. These facsimiles will be bound in leather and issued at fifteen guineas. Of the first edition of the book, which was colored and gilded by Blake's own hand, twenty-three copies are known to exist.

Two collectors in New York, Albert A. Hopkins, editor of the *American Dickensian*, and Newbury Frost Read, have prepared "A Dickens Atlas," which will soon come from the Hatton Garden Press in a limited edition of 175 copies for the United States and Canada and 125 copies for England. In its pages the reader will be able to follow Oliver Twist, Mr. Pickwick, David Copperfield and all the other famous characters on their travels. Twelve walks in London with Charles Dickens also appear, and bird's-eye views, with facing texts on opposite pages, will show streets, inns, and other buildings with a reference to the stories and chapters in which they are described.

Five papers of great interest are found in the current number of *The Library*, the quarterly journal of the Biographical Society of London. Henry Farr writes on "Shakespeare's Printers and Publishers," with special reference to the "Poems" and "Hamlet"; R. A. Austen-Leigh contributes a paper on "William Strahan and his Ledgers," which gives many new facts about the friend of Franklin and the publisher of Johnson's "Dictionary." "The History of the Literature of Printing in the United States" is presented in a survey by George Parker Winship, who reviews the works of Thomas, Sabin, Hildeburn, Roden, Dr. Green, Littlefield, Ford, Evans, Brigham, and others, and pays a justly high tribute to Wroth for the recent "History of Printing in Colonial Maryland." Alfred W. Pollard contributes a review of D. B. Updike's "Printing Types," adding his authoritative voice to the general chorus of approval of "that great book never likely to be superseded."

The sale of the collection of books relating to the birds of America formed by Dr. William C. Braislin of Brooklyn at the Anderson Galleries on April 2 and 3, served to show the keen public interest in this subject. Of the 875 lots only a few were rare, but prices generally were good, and the collection real-

ized \$8,618.75. A few of the more important items and the prices which they brought were the following: Proceedings of the Academy of Natural Sciences of Philadelphia, 59 vols., Philadelphia, 1843-1907, \$120; Audubon's "Birds of America," 7 vols., royal 8vo, contemporary morocco, New York, 1840-44, \$410; Baird, Brewer and Ridgway's "History of North American Birds," 3 vols., 4to, Boston, 1874, first edition, \$45; by the same authors, "The Water Birds of North America," 2 vols., 4to, Boston, 1884, \$87.50; Bonaparte's "American Ornithology," 4 vols., royal 4to, morocco, Philadelphia, 1825-33, first editions, \$100; Catesby and Edwards's "The Natural History of North Carolina, Florida and the Bahama Islands," 2 vols., imperial folio, calf, London, 1754, large paper copy, \$177.50; Dall, Bannister and Baird's "List of the Birds of Alaska," royal 8vo, morocco, Chicago, 1869, \$35; Elliot's "Monograph of the Phasianidae, or Family of Pheasants," 2 vols., large folio, morocco, New York, 1872, \$200; Giraud's "Sixteen Species of North American Birds," folio, half morocco, New York, 1841, \$130; Gould's "Partridges of America," imperial folio, morocco, London, 1850, \$105; Howard and Mrs. N. E. Jones's "Illustrations of the Nests and Eggs of the Birds of Ohio," large folio, morocco, Circleville, Ohio, 1886, \$440; and John Townsend's "Ornithology of the United States of North America," vol. 1, all ever issued, royal 8vo, wrappers, Philadelphia, 1839, \$125. This catalog with prices will be invaluable for collectors and librarians interested in this subject.

F. M. H.

Auction Calendar

Monday evening, Tuesday afternoon and evening and Wednesday afternoon, April 16th, 17th and 18th, at 8:15 o'clock in the evening and 2:30 o'clock in the afternoon. Books, manuscripts, drawings of superlative importance, acquired by or for a noted Philadelphia collector. (Items 1009.) The American Art Association, 30 East 57th St., New York City.

Saturday morning, April 21st, at 10:45 o'clock.

Rare Americana, including four Seabury tracts, four Pemberton tracts, rare imprints, etc. (No. 153; Items 211.) Charles F. Heartman, 612 Middlesex Ave., Metuchen, N. J.

Catalogs Received

Books about Africa, Australia and Poland. (No. 520; Items 730.) Karl W. Hiersemann, Königstrasse 29, Leipzig, Germany.

Interesting second-hand books, including choice standard works, volumes on sport and travel, etc. (No. 101; Items 466.) Dulau & Co., Ltd., 34 Margaret St., London, W. 1, England.

Miscellaneous books. (No. 26; Items 863.) Herbert E. Goffin, 1 Walerand Road, Lewisham, London, S. E. 13, England.

New and second-hand books and pamphlets. (Items 374.) Amos E. Jewett, Rowley, Mass.

Rare and standard books. (No. 11; Items 995.) Dunster House Bookshop, 26 Holyoke St. and Mt. Auburn, Cambridge, Mass.

Scarce and desirable books, mostly first editions. (No. 81; Items 402.) Friedman's, 53 West 47th St., New York City.

Works on biography, Johnson and Johnsoniana, art, etc. (No. 867; Items 358.) James Tregaskis, 66 Great Russell St., London, W. C., England.

Germany Restoring Louvain Library

ONE of the articles of the Treaty of Versailles provides that "Germany undertakes to furnish to the University of Louvain manuscripts, incunabula, printed books, maps and objects of collection corresponding in number and value to those destroyed in the burning by Germany of the Library of Louvain." This work has been progressing steadily. On July 27, 1921, *Le Vingtième Siècle* of Brussels announced: "One hundred and ninety-eight thousand printed volumes have been sent to Louvain, some to replace books that were burned, others to establish new collections of as great value as those which made the reputation of the old library, but which cannot possibly be replaced. The libraries of a considerable number of German professors have recently been purchased. Besides these books there have been a series of conferences upon the restitution of collections of manuscripts and of incunabula, books printed before 1500. German experts presented what they were able to purchase for the approval of the Louvain experts. Already 134 manuscripts and 49 incunabula have been obtained. Among the latter are about 30 Louvain publications of the greatest rarity. An important series of old Belgian manuscripts is included in the collection. The Germans have bought two admirable illuminated prayer-books of the most famous Ghent-Brussels period, these books alone would be sufficient to establish the reputation of the new collection. In a similar way it has been possible to obtain a large number of manuscripts formerly belonging to the ancient Belgian monasteries. The work is so organized that at present about 100 cases of books are sent in every five weeks."

The further additions made to the Louvain Library were commented on in *L'Indépendance Belge* of July 19, 1922, "The Germans have organized this matter very well. Thus far we have received 655 incunabula, among which are several not possessed by the British Museum. We also have a 42-line page of the extremely rare Gutenberg Bible, manuscript with miniatures, 'Hours of Notre-Dame of Loutre,' etc."

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The Weekly Book Exchange

Books Wanted and For Sale

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

Adair's Bookstore, 1715 Champa, Denver, Colo.
Lindsey, The Beast.
Kunz, Gems and Precious Stones of N. A.
Superstitions in All Ages, Meslier.
The Silence of Gen. Bramby.

Eugene A. Alafberg, 1687 Myrtle Ave., Brooklyn, N. Y.
Woman and Wilt, G. F. Monshood, pub. H. M. Caldwell & Co., N. Y.

Alcove Book Shop, 936 Broadway, San Diego, Cal.
Eddy, Mary B. G., any except early eds.
Jackson, Ramona, several clean, cheap.
Sutherland, Book of Bugs.
Sullivan's Derivation of English Language.

Aldine Book Co., 436 Fourth Ave., Brooklyn, N. Y.
Simpson, Life in the Far West.
Monongalia County, W. Va History, 1883.
Montana, History of, 1885.
Post, Ten Years a Cowboy.
Tennessee and Tennesseans.
Weston, Documents of South Carolina, 1856.
Wild Life on the Plains.
Wright, Dodge City, several copies.
Any Cowboy books and Western Adventures.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.
Darkness and Dawn, England.

American Antiquarian Society, Worcester, Mass.
Atlantic Club Book, 1834.
Morris, Song Writers of America.
Morris & Willis, Prose and Poetry of Europe and America, 1845.
Morris, American Melodies, 1841.

America Baptist Pub. Soc., 1107 McGee St., Kansas City, Mo.
Esubius' Church History.
Edward Gibbons, History of the Roman Empire.
Baptist History, Whitsett.
The Day of the Cross, W. M. Clow.

The American Sunday-School Union, 1816 Chestnut St., Philadelphia, Pa.
Histoire du Peuple Francais, Lacombe.
Vanishing Race, Jos. Diron.

Associated Students' Store, University of California, Berkeley, Calif.
Merrill, Fragments of Roman Satire, American Book Co.

Augustana Book Concern, Rock Island, Ill.
Wieser's Natural Values.
Wicksteed, Common Sense of Political Economics.

Wm. Ballantyne & Sons, 1409 F St., N.W., Washington, D. C.
Sabatier, Religions of Authority.
Kennedy, Rob of the Bowl.
Dorner, Window Gardening.
Thayer, Astir.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
E. S. Hunt's Reminiscences, or similar title; Hunt was a Weymouth man.
Robert Edwin Peary, North Pole; Its Discovery in 1909 under the Auspices of the Peary Arctic Club, 1910, Stokes.

Beach's Bookshop, 418 N. Meridian St., Indianapolis, Ind.
The House with the Green Shutters, George Douglas.

F. M. Behymer, 1204 Olive St., St. Louis, Mo.
Mackey, Masonic Jurisprudence.
J. R. Collinsworth's Lectures (Sermons).
Robinson's History of Baptism.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York City.
General Telegraph A B C 5th Improved.
Peterson Banking, Samper's Code.
Western Union, Lieber's 5-Letter Codes.
Any American-Foreign Language Code.

Benziger Bros., 36 Barclay St., New York, N. Y.
Knecht, Commentary on Holy Scripture.

Arthur F. Bird, 22 Bedford St., Strand, London, W.C.2, England.
Gustavus Adolphus, Dodge.
Billy Sunday's Love Stories of the Bible.

The Book Shelf, 112 Garfield Pl., W., Cincinnati, O.
Kingsland, Etiquette for All Occasions, Doubleday.
Hewlett, Life of Richard Yea & Nay, Scribner.
Juettner, Life of Dr. Drake.

BOOKS WANTED—Continued

The Book Shelf—Continued

English-German Letter-writing Dictionary in which the English is an exact translation of the German.
 Pride and Prejudice, Hugh Thompson, illus., gold peacock on binding.
 Anatomy of Melancholy, Burton.
 All That's Lovely, Woolard, formerly pub. by Goldsmith, Woolard Co.
 James Thomson, Complete Poems.
 Jurgen, English ed., illus. by Papé.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
 Tourist's India, Reynolds, Ball.

The Book Shop, 207 S. 13th St., Philadelphia, Pa.
 When and Where to Catch Fish on East Coast of Florida.
 Maryland Colonial Eastern Shore, Swepson.
 Mayflower and Her Log, Ames, Houghton.

The Book Shop at 4 Market Sq., Providence, R. I.
 Byrne, Wind Bloweth, 1st ed.
 Brierly, Our City of God; Ourselves and the Universe; From Philitia; Essays on Church and the World; Problems of Living.

Chas. L. Bowman & Co., 118 E. 25th St., New York City.

Adventures of Gerard.
 Ayesha, The Return of She.
 Art of Living in Good Health.
 Arizona.
 Amarilly in Love.
 Bride of the Moment.
 Bookkeeper and Accountant Civil Service Examination Instruction, 1917.
 Cecilia's Lovers.
 Cattle Baron's Daughter.
 Chow-Chow (under Dogs).
 Eldorado.
 Elusive Pimpernel.
 Finnish-American Family Cook Book.
 French Revolution and English Poets.
 Green Sea Pirates.
 Gold Bag.
 Hungarian National Cookery for American Kitchens.
 Hope Chest.
 Hound from the North.
 Iron Woman.
 Kingdom of Earth.
 Little Grey Shoe.
 Mischief Maker.
 Man from the Clouds.
 Moving Finger.
 Making a Tennis Court.
 Metronome and Its Use.
 Notes on the Science of Picture Taking.
 Pictures of Swedish Life.
 Price of Love.
 Physical Education, latest ed.
 Pocket Billiard Shots, Records and Rules.
 Primer for School Children, Road.
 Problem of Cell 13.
 Sir Mortimer.
 Spy in Black.
 Seven Keys to Baldpate.
 Stolen Treasure.
 Three Graces.
 Teeth of the Tiger.
 Thunder Bird.
 Three God-Fathers.
 Who's Who in Dickens.
 When Margaret Was a Sophomore.
 Wings of the Morning.
 Wolf Bread.

Brentano's, Fifth Ave. & 27th St., New York City.
 Wise, J. S., Diomed, Macmillan.
 Davis, J. Bancroft, Notes upon the Treaties of the United States, 1873.
 J. Elliott, Jr., The American Diplomatic Code, 1778-1834.
 Men and Things, Mark Twain.
 The Will to Power.
 Man an Adaptive Mechanism, Crile.
 A Man's Woman, Frank Norris.

Brentano's—Continued

Historic Summer Haunts from Newport to Portland, Bullard.
 Handbook to Works of Browning, Mrs. S. Oris.
 Industrial Furnaces and Methods of Control, Emilo Damour.
 Guide to the Birds of New England and Eastern New York, Ralph Hoffman.
 American Office, Schutz.
 Guild of Florence, James Cooper.
 Guide for Belgium; Guide for Rome, Ward Lock & Co.
 Horae Subsecinal, John Brown, 3rd Series, 3 copies.
 Guest of John Chapman.
 Misfortunes of a World Without Pain.
 Noble Thoughts.
 Better American Lectures, Rev. Dr. Newell Dwight Hillis.
 Origin and Influence of the Thoroughbred Horse, Ridgway.
 The Hog Industry, Rominel.
 The Hog in America, Speed.
 History of the Shorthorn Cattle, Sanders.
 State and Farmer, Bailey, 2 copies.
 Lesson on Indian Agriculture, Clouston, 2 copies.
 Farmer's Business Handbook, Roberts.
 Farm and Garden Insects, Sommerville, 2 copies.
 Forage Crops, Voorhees, 2 copies.
 Studies in Mysticism.
 Egyptian Religion, Adolf Erman.
 Hieroglyphic Writing, Allan Gardiner.
 Article by Gardiner, Journal for Egyptian Archaeology for April, 1915.
 Life in Ancient Egypt, Erman.
 The Man of Galilee, George R. Wendling.
 Maine's Popular Government.
 The Art of Theatrical Make-Up, Cavendish Morton.
 Amateur and Educational Dramatics.
 The Playhouse and the Play, Percy MacKaye.
 Joy Thoughts for Everybody in the Year.
 Three Musketeers, Alex. Dumas, illus. Maurice Le-
 loir.
 Sacred Books of the East, Max Muller, set.
 Circus Day, George Ade, Saalfeld.
 Anthropoid Apes, Hartman.
 Hindu Manners, Customs and Ceremonies, Abbe J. A. DuBois.
 Alaric or the Tyrant's Vault; Gunmaker of Moscow, Sylvanus Cobb.
 Card Tricks, L. Widdop.
 Their Day in Court, Percival Pollard.
 Decision of Character, Foster.
 A Naturalist in China, Wilson.
 Abroad with Jane, Edward S. Martin.
 Outlines of Ancient Egyptian History, Auguste Mariette, trans. Mary Broderick.
 Siegfried and the Twilight of the Gods.
 Rhinegold and the Valkyrie.
 Rip Van Winkle, illus. by Arthur Rackham.
 Facts and Comments, Spencer.
 The Spirit of the Soil, Gordon D. Knox.
 Manners and Customs of Ancient Egyptians, set; Records of the Past, Wilkinson.
 King's Palace, A. L. Strang.
 Grand Assize, Carton Hugh.
 Chip, F. E. M. Young.
 Frontinus on His Books on the Water Supply of the City of Rome, A. D. 97, trans. by Clemens Herschel.
 Vigilante Days and Ways.
 Life and Sex, Dr. Robie.
 The Idyl of Tinn Fires, Walter Prichard Eaton.
 Greek Lives, Van Brunt.
 Magazine Verse, 1916.
 Intimate Life of Alexander Hamilton, Alex. McLean Hamilton.
 The Arkansas Traveler, Devereux.
 Morning Glories, H. Wilbur.
 The Great French Revolution, Kropotkin.
 Sword and Crucifix, Van Zile.
 French Revolution, Mallet, 2 copies.
 Goose Quill Papers, Louise Guiney.
 Mythology and Monuments of Ancient Athens, Harrison & Verrall.
 Direction of Desire, Bligh.
 Next to the Ground, Martha M. Williams, 2 copies.
 Letters That Win.
 Gilbert and Sullivan and Their Operas.
 W. S. Gilbert, E. A. Browne.
 Fruits of the Spirit, Mabie.

BOOKS WANTED—Continued

Brentano's, F & 12th Sts., Washington, D. C.
 Bayley, Undiscovered Country.
 Stuck, Ten Thousand Miles with Dog Sled.
 Slaughter, History of St. Mark's Parish, Culpeper Co., Va.
 Wheeler, History of N. C.
 Writings Col. Byrd, ed. by Basset, D. P. & Co., 1901.
 Crockett, History of Vermont.
 Summerhayes, Vanished Arizona.
 Diary of Philip V. Fithian.
 Wertebaker, Patrician & Plebeian Families of Va.
 Gregg, Hist. of Old Cheraws.
 Parkman, Montcalm and Wolfe, New Library ed.
 Black, White Heather.
 Nietzsche, Dawn of Today, ed. by Livy.
 Brady, Indian Fights and Fighters Sioux War.
 Watson, Story of France.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.
 Encyclopedia Britannica, 11th ed.
 A Swan and Her Friends, Ann Seward, ed. by Lucas.
 Bastable, Commerce of Nations.

Brooklyn Museum Library, Eastern Parkway & Washington Ave., Brooklyn, N. Y.
 Antiques, vol. 1, no. 3.
 American Naturalist, vol. 10, nos. 8-12; vol. 13, nos. 2, 4, 8-9.

Foster Brown Co., Ltd., 472 St. Catherine St. W., Montreal, Can.
 Floral Illustrations of the Seasons; Some of the most beautiful Hardy and race Hebeaceous Plants Cultivated in Gardens, by Margaret Roscoe (Mrs. Edward Roscoe), engraved by Harell.
 John Brown, A Biography Fifty Years After, Oswald Garrison Villard.
 Mr. Dooley, His Wit and Wisdom.
 The Yellow God, Haggard, good ed.
 The Ghost Kings, Haggard, good ed.
 Fleet Street, Besant.
 Voyages on the St. Maurice, Abbe Caron.
 General Lee, Wolseley.
 The Bytown Coons.
 The Boos of Wind River, Chisholm.
 The Coke of Norfolk and His Friends, A. M. W. Stirling, 1st ed.
 In the Heart of Old Canada, William Wood.
 Bush Songs and Oversea Voices, A. Saffroni Middleton.
 Manual of the Woodcraft Indians; Boy Scouts of America; The Wild Animals Play; The Natural History of the Ten Commandments; Life Histories of Northern Animals. Thompson Seton.
 Historical Manual of English Prosody, Saintsbury, 3 vols.
 Canadian Mamoir and Its Seigneurs, Wrong.
 School of the Woods, W. J. Long.
 Paul Kelter, Jerome.
 Life and Sport on the North Shore of the St. Lawrence, Comeau.
 George Bernard Shaw, His Plays, H. L. Mencken.
 The Strayings of Sandy, good ed.
 Red Eve, Haggard, good ed.
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 Pictures of Wild Animals, Thompson Seton.
 Main Current in 19th Century Literature, 6 vols., English ed.
 The White Peacock, D. H. Lawrence.
 Saint Paul's Epistles to the Corinthians and the Thessalonians, Rutherford, 3 copies.
 Memoirs of Count Grammont.
 Ulysses, James Joyce.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
 Peck's Bad Boy.

Edward Caldwell, 370 Seventh Ave., New York City.
 Calendar of Virginia State Papers, 11 vols., Richmond, 1875-1893.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.
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 Jungle Tales of Tarzan, McClurg ed.
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 My Years on the Stage, by John Drew, 1st edition.
 Graphic Arts, by Hamnerton.

Gerard Carter, 12 So. Broadway, St. Louis, Mo.
 Heldemann, Can the Dead Communicate?
 Graebner, Spiritism.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
 Physical Culture, Jan., Feb., 1921.
 Kent, Mechanical Engineer's Pocket Book.
 Catlin, North American Indians.
 Ballou, Primitive Christianity, 3 vols.
 Progress of the Nation, vol. 16.
 Maupassant, blue cloth (Dunstan Society).

The Clarion Book Shop, 3705 Woodward Avenue, Detroit, Mich.
 Mental Mechanisms, Wm. A. White.
 Tosca, Sardou (Drama).
 Sixty Years in Wall St., H. Clews.
 Art of Arthur B. Davis.

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 Report of the Capt. Palliser Expedition to Canada.
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 Lescarbot, Hist. of New France, 2 vols., Champlain Society.
 Belmont Co., Ohio, Cen. Hist., by McKelvey.
 Pierce, Historical Remin. of Summit Co., Ohio.
 Powell, Democratic Party of Ohio, 2 vols.
 Scribner, Lucas Co. and city of Toledo, 2 vols.
 Robinson, Hist. of Greene Co., Ohio.
 Shelby Co., Ohio, Hist. with illus. and biog. sketches.
 Auglaize Co., Ohio, Hist. of, by Sutton.
 Revere, Tour of Duty in Calif.
 Ferguson, Experiences of a forty-niner.
 Coyner, Lost Trappers, 1859.
 Louisiana, any scarce or out of way items relating to.
 Duval, Adventures of Big-Foot Wallace.
 North Amer. Review, vols. 209 to date.
 Biblical Repertory, 1825, 1828.
 Nation, vols. 9, 15, 25, 31, 38-40, 44-46, 48, 51.
 Langford, Vigilante Days and Ways, 2 vols.
 Latane, Diplomatic Relations of U. S. and Spanish-America.
 Lewis, Sunset Trails.

The John Clark Co., 1783 E. 11th St., Cleveland, O.
 Montaigne's Essays, trans. by Cotton, 4 vols., 1902.
 Overton, J. H., The Anglican Revival.
 Stubbs, Charles Kingsley and the Christian Social Movement.
 Wisconsin Historical Society, 24th and 27th Annual Reports, also Proceedings at 66th and 69th Meetings.

Colonial Society, Box 343, Richmond, Va.
 Byrd, Col. William, all items.
 Coldridge's Works, 7 vols., N. Y., 1854, or odds.
 Life of John Ireland.

Columbia University Library, New York City.
 Gorky, Orloff, and His Wife, I. F. Hapgood, 1915.

Cornell Co-operative Society, Ithaca, N. Y.
 Eckles, Portland Cement Industry from a Financial Standpoint; this is a pamphlet and not a recent book; new or second-hand; quote, state condition of copy.

Jeremiah F. Cullen, 15 S. 9th St., Philadelphia, Pa.
 Century Dictionary, latest ed.
 Jordan Families, 3 vols.

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 Pyle, Ill. and books, anything.
 Joel Cook, Med. Sea, and Border Lines.
 Cruise of The Chesapeake, by G. Barrie.
 Archery; Billiards, The Badminton Library.
 1st ed., Sister Carrie, 1900.
 Godey's Magazines, colored.
 Red Gables, Red Paper Wrappers.
 McGuffey's Readers, any.
 Life of Washington Wayne.
 The Trial of Christ, by Rossati.
 Payne, J., Trans. of Poem Francois Villon.
 The Casket, 1828.
 Bucks, Notes and Fragments, from Whitman's Note Book.
 Bucks, Cosmic Con.
 Cooper's Game Fowl.
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 Swanks, Iron and Steel, or any.
 Illustrated books, by Pyle.
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Denholm & McKay Co., Worcester, Mass.

Nature Calendar, Thompson, Silver Burdett, 3 copies.

Dennen's Book Shop, 37 East Grand River Avenue, Detroit, Mich.

Cooke, The Dual Alliance, 2 copies.

Detroit Book Shop, 2022 Hastings St., Detroit, Mich.

Book of Enoch.

Buckle's History of Civilization.

Detroit Public Library, Detroit, Mich.

Century cyclopedia of names, thick paper.

Firkin's, Index to Short Stories.

Dixie Business Book Shop, 140 Greenwich St., New York City.

Life of J. P. Morgan, Hovey.

Dodge Publishing Co., 53 Fifth Ave., New York City.

Essay on the Sublimity of Style, by Longinus, bound singly or with other essays.

L. S. Donaldson Co., Minneapolis, Minn.

Cosmic Consciousness, by Buck.

Doubleday, Page Book Shop, 920 Grand Avenue, Kansas City, Mo.

Kobbe, Wagner and His Isolde, Dodd, Mead.

Praed, Complete Poems, Stokes.

Ram, Facts as Subjects of Inquiry by a Jury.

James F. Drake, Inc., 4 W. 40th St., New York City.

Norris, Blix, 1899; Moran of the Lady Letty, 1898; The Surrender of Santiago, 1917; The Third Circle, 1909; Yvernelle, 1892.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Reynolds, Faust and the Demon.

E. P. Dutton & Co., 681 Fifth Ave., New York City.

American Book Prices Current, 1916 and 1920.

Arnold, Song Celestial.

Bredon, Peking.

Cate, Historical Vignettes, 1910.

Eliza Lucas.

Farmer, The Grenadier.

Harland, My Friend Prospero; Cardinal's Snuff Box; Lady Paramount.

Hidalgo, Merry T. D., The American Thoroughbred.

Historic Houses of New Jersey.

Hewlett, Earthwork out of Tuscany.

Kuntz, Ivory and the Elephant.

Robinson, E. A., Children of the Night; Captain

Craig; The Town Down The River; The Torrent

of the Night Before; all first editions.

Reid, J. S., Lord John Russell.

Stockley, Wanderfoot; Wild Honey.

Thackeray, W. M., Men's Wives, 1852; Yellow Plush Papers, 1852; Paris Sketch Book, 2 vols., brown cloth, 1853; Punch's Prize Novelists, red cloth, 1853; Doctor Birch, 1853, red cloth; Jeames's Diary, 1853, red cloth; Luck of Barry Lyndon, 2 vols., 1853; Shabby Genteel Story, 1853; published by Appleton.

E. P. Dutton—Continued

Vickers, History of Bohemia.

Valentine's Manual any except, 1856, 1863, 1864 and 1865, clean and perfect copies.

Valentine's Manual, all published before 1842-1843.

Walpole, Sir S., History of Twenty-five Years, 4 vols.

Whitman, Walt., Leaves of Grass, 1st ed.

Edw. Eberstadt, 25 W. 42nd St., New York City.

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F. W. Faxon Co., 83 Francis St., Boston, 17, Mass.

Bookman, New York, Nov. 1908, and August 1912.

American Anthropologist, new series, vol. 16, No. 4, and Vol. 17, No. 1.

Murdock, Joseph, Microscopic Determination of Opaque Minerals, latest edition.

Marshall Field & Co., State, Washington, Randolph and Wabash Sts., Chicago, Ill.

Life on the Circuit with Lincoln, by H. C. Whitney.

The FitzGerald Book and Art Co., Inc., Holyoke, Mass.

Raid on Property, by Chancellor Day.

W. & G. Foyle, Ltd., 121-125 Charing Cross Road, London, W. C. 2, England.

Holmes, New Wars for Old (N. Y. 1916).

Crosser, Diseases of Women.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.

Glenroy, Ins and Outs Circus Life, Boston, 1885.

Dodge, Hunting Grounds of Great West.

Knight, Birds of Maine, 1908.

Scoresby, Acct. Arctic Regions and N. Whale

Fishery, Edinb., 1820.

Gammel's Book Store, Austin, Tex.

Journal of Education, by Henry Bernard.

Chita, Hearn.

Moore, On Facts, 2 vols.

Memoirs of Life of S. S. Prentiss.

Ernest R. Gee & Co., Inc., 442 Madison Avenue, New York City.

Fiona McLeod, The Sin Eater; The Divine Adventure; The Winged Destiny.

Big Game Shooting, by Maharajah of Cooch Behar.

Happy Hunting Grounds, Kermit Roosevelt.

Hunting in the Arctic, Graham Richards.

Hunting in the Arctic and Alaska, E. M. Scull.

Jungle Sport in Ceylon, M. W. Millett.

Lion Hunters of South Africa, Cumming.

Big Game Hunting, W. H. McMillan.

Doughty's Arabia.

Gimbel Bros. Book Store, Philadelphia, Pa.

Sunlight Patch, by Cora Harris.

Ginsburg's Book Shop, 1829 Pitkin Avenue, Brooklyn, N. Y.

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Holmes, Therau, Taylor.

Bryan, Loans, etc.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Robinson, Frederick W., Sermons.

Spencer & Gillen, Native Tribes of Central Aus-

Watson, Story of France.

Bunsen, God in History.

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 Chestnut, M. B., Diary from Dixie.
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 Hanson, G. A., Old Kent. Balt., '76.
 Hasluck, Wood Carving.
 Henty, Hands of Malays; Days of Mutiny; Search for Secret; Dorothy's Double; Curse of Carne's Hold; Won by Sword; Out with Garibaldi.
 Knoble, Ed., Grasses.
 Lancaster, Hist. Virginia Homes.
 Low, Capt. Charles P., Recoll. of.
 Masters in Art, July, Aug., 1905; Aug., 1908; Jan., Feb., 1909.
 Morison, Maritime History, 1921.
 Parks, Rev. L., His Star in the East.
 Poore, B. P., Federal and State Constitution.
 Rainsford, W. S., Reasonableness of Faith.
 Sale, Manors of Old Virginia.
 Schneider, A., Guide to Lichens, 1904 or later.
 Scollard, C., and T. S. Jones, jr., Sapphics.
 Sea Directories for Atlantic, especially Caribbean.
 Smith, Dwelling Houses of Charleston.
 Smyth, Works of Franklin, Macmillan.
 Taylor, Dick., Valley Campaign.
 Thoreau, Cape Cod, illus. by Watson, 2 vols.
 Tucker Co., West Va., Hist. of.
 Virgil, transl. by Long.
 Genealogies, Bartlett gen., 1892; Bascom gen.; Hutchinson, Oliver, by Whitmore; McDonald, 1881, vol. 1.
 Edwin S. Gorham, 11 W. 45th St., New York City.
 Witness of the Monuments, Syker.
 History of the American Church, Wilberforce.
 Life of Madame Guyon, by Upham.
 Gotham Book Mart, 128 W. 45th St., New York City.
 J. A. Wallack, pub. T. H. Morrell, 1865.
 St. Nicholas Magazine, Feb., 1922.
 Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.
 Supplement of Halford's Dry Fly Fishing, Rutledge.
 J. F. Green, 1309 Houston St., Fort Worth, Tex.
 Atlas of World, large copy, published about ten years ago, by Rand McNally or Cram.
 History of Ancient Egypt, by Rawilson, 2 vols., 1880, Hooper, Clark, N. Y.
 The Manners and Customs of the Ancient Egyptians, by Sir J. Gardner Wilkison, 3 vols., new edition, corrected by S. Birch, Dodd Mead, Co., 1878.
 Gregory's Bookstore, 116 Union St., Providence, R. I.
 Cussan Handbook on Heraldry.
 De Tocqueville, Democracy in America.
 Harris, Rosary for Lent, Carleton.
 Huntley, F., Dream Child.
 Ribot, Psychology of Attention.
 Stuck, 10,000 Miles with Dogsled.
 Wendling, Man of Galilee.
 Willson, Nova Scotia, Stokes.
 Priscilla Guthrie's Book Shop, 516 William Penn Pl., Pittsburgh, Pa.
 National Geographic Magazine, vols. 1 to 16 inclusive, bound or unbound.
 Haldeman-Julius Co., Girard, Kan.
 Joyce, Ulysses.
 Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.
 Gosse, Life and Letters of John Donne, Dodd.
 Harcourt Brace Bookshop, 4 West 43rd St., New York City.
 Abdullah, Achmed, The Red Stain, Hearst's Int. Lib., '15, 2 copies; The Blue-Eyed Manchu, Shores, '17, 2 copies.
 Holback, Dalmatia, Land Where East Meets West, Lane.
 Harlem Book Co., Inc., 53 West 125th Street, New York City.
 Empty House, by Blackwood.
 The Gilded Man, by Smyth.

Harvard Cooperative Society, Harvard Square, Cambridge, Mass.
 W. H. Sheldon, Strife of Systems and Productive Duality.
 De Vinci, Treatise on Painting.
 Lake, Stewardship of Faith.
 Set Chalmers, English Poets.
 Proceedings of the National Conference of Social Work, 1919-20.
 Russell, Philosophical Essays.
 Dickinson, History German Art.
 Fogg, Art Museum of Mediaeval and Renaissance Painting.
 Hind, Short History Engraving and Etching.
 Gray, Rule Against Perpetuities.
 World's Almanac, 1923.
 Drake, Studies in Critical Realism.
 A. Des Cars, Pruning French or German.
 Hazen's Bookstore, 238 Main St., Middletown, Conn.
 Guatamala and Central States of America, Dombille & Fife, 1910, London, Pott.
 American Supremacy, Critchfield, Brentano.
 American Mediterranean, Bonsal, Moffatt.
 Republic of Costa Rica, Cambo, Rand, McNally.
 Cuba, Old and New, Robinson, Longmans.
 Educational Review, March, 1922; June, 1922.
 General Electric Review, Feb., 1921.
 B. Herder Book Co., 17 S. Broadway, St. Louis, Mo.
 Mace, The History of A Mouthful of Bread; The Servants of the Stomach.
 Routhier, A. B., The Centurion, a romance.
 The Hidden Book Shop, 9 New St., New York City.
 Barber, E. A., American Glassware.
 Landor, W. S., Letters of Pericles and Aspasia.
 Marlowe, Plays, Mermaid Series.
 Meiklejohn, English Language.
 Smyth, Clifford, Gilded Man.
 Tuckley, Henry, Life's Golden Morning.
 White, S. E., Gold; Grey Dawn; Rose Dawn; 1st editions.
 E. Higgins Co., Grand Rapids, Mich.
 Hubbard, Little Journeys, odd vols.
 Sologub, Created Legend, Stokes; Little Demon, Knopf; Old House, Knopf.
 Himebaugh & Browne, Inc., 471 Fifth Avenue, New York City.
 Archko Library, W. D. Mahan (2 copies).
 The Heart of A Soldier, Col. Pickett.
 When a Man's Single, George Ade.
 Expansion of Races, Woodruff, pub. by Rebman.
 Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.
 We Discover Old Dominion, Hale.
 The Game and the Candle, Ingram.
 Fithian's Diary.
 Hamlet, A Woman, Vining.
 House with Green Shutters, Douglas.
 Mysteries of the Flowers, Faulkner.
 J. P. Horn & Co., 1313 Walnut St., Philadelphia, Pa.
 Trial of Aaron Burr.
 African Nights, by De Musset.
 Hunter & Co., Inc., 105 East Broad Street, Richmond, Va.
 Eliot's Five-Foot Book Shelf.
 Britannica Encyclopedia, large ed.
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 Jno. C. Reed's American Law Studies.
 Diary of John Quincy Adams, 12 vols.
 Baird's Sparks from a Backlog.
 Three Men on a Brumell, by Jerome.
 Crosby's History of the Baptist.
 Ford's History of the Baptist.
 Hassell's History of the Baptist.
 The H. R. Hunting Co., Inc., 29 Worthington St., Springfield, Mass.
 Rice, Rocher Fendu.
 Fowler, How to Get and Keep a Job.
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 Fraser, Sa'zada Tales.
 Gilbert, Conquerors of Mexico.

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- Dana, Book of Household Poetry.
 Anderson, Narrative, Wisconsin Hist. Colls. IX, 137-206.
 Bancroft, Memoir of Capt. Samuel Ward, with a Sketch of the Early Commerce of the Upper Lakes, Mich.; Pioneer and Historical Coll. XXI, 336-367.
 Cook, Drummond Island, story of British occupancy, 1815-1828; author's edition, Lansing, 1896.
 Disturnell, A Trip Thru the Lakes of North America, New York, 1857.
 Walker, Early Days on the Lakes, in the Buffalo Historical Society Publications, V, 287-318.
 White, Soo and the Canal Fifty Years Ago, in the Michigan Pioneer and Hist. Coll, 35, 345-358.
Hyland's Old Book Store, 204 Fourth Street, Portland, Ore.
 An Examination of the Alleged Discrepancies of the Bible, J. W. Haley.
 Brown's Political History of Oregon, vol. 1.
 Wyeth, History of Oregon, 1833.
 Sixteen Crucified Saviours, Graves.
 Bible Myths and Other Religions.
George W. Jacobs & Co., 1628 Chestnut Street, Philadelphia, Pa.
 The Philosophy of Long Life, by Jean Finot.
 Mathew Hale's Contemplation.
 Medieval History, by Munvo.
Merle Johnson, 1440 Broadway, New York City.
 Braithwaite, Anthologies, 1919, 1922.
 Economic Club Year Book, vol 2.
 Germantown Hospital, Book Sales Catalogs.
 Norris, Yvernelle.
 Sargent, Manual of Trees of North America.
 Under the Berkeley Oaks, 1901.
 Woodrow Wilson, separately printed speeches.
Johnson's Bookstore, 391 Main St., Springfield, Mass.
 Carroll, Lewis, Rhyme and Reason.
 Ruskin, Renwell, Wattley & Walsh, Ltd. ed., blue cloth, odd vols.
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Lamar & Barton, Fifth & Grace Sts., Richmond, Va.
 Lives of the Fathers, 2 vols., Farrar.
Charles E. Lauriat Co., 385 Washington Street, Boston, Mass.
 Recollections Long Life, Lord Broughton, 6 vols., Golf Illustrated, for 1916.
 Paul of Tarsus, Bird, pub. Scribner.
 Aristocrats of the Garden, E. H. Wilson, D. P. & Co.
 Is Life Worth Living, W. D. Mallock.
 Breakfast, Luncheon, Tea, Harland, Scribner.
 Mural Painting in America, Blashfield, Scribner.
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 Boy's Book of Modern Marvels, Clark, Stokes.
 Nature Studies in Field and Wood, Reed, D. P., & Co.
Legerton & Co., Inc., 263 King St., Charleston, S. C.
 Dwelling Houses of Charleston, S. C., Alice R. Huger Smith, pub. Lippincott.
Lemcke & Buechner, 30 E. 20th St., New York City.
 East of the Sun and West of the Moon, Harry Clarke, Illustrator.
 Comenius, Orbis Pictus.
 Davidson, Aristotle, Great Educator.

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 Watson, Wm., Selected Poems.
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 Foltz, E. B. K., Federal Civil Service.
 Marden, O. S., Ed., Talks with Great Workers.
 Wilson, C. D., Working Ones Way Through College and University.
 Young, James, Making Up (for Actors).
The Liberty Tower Book Shop, 55 Liberty Street, New York City.
 Jewel of Ynys Galon, by Rhoscomyl, Longmans.
 Who's Who in New York, 1918.
 Bronson, German Prose and Poetry, Holt.
Library Co. of Philadelphia, N. W. Corner Locust and Juniper Sts., Philadelphia, Pa.
 Trollope, The Bertrams, Harper, 1859.
N. Liebschutz, 228 W. Jefferson St., Louisville, Ky.
 Troward, Bible Mystery and Bible Meaning.
Little, Brown & Co., 34 Beacon St., Boston, Mass.
 Blood Red Dawn, C. C. Dobie, Harper.
 The Ritual, The Reason Why, C. Walker, pub. by Morehouse Pub. Co.
The Locust Street Book Shop, 1507 Locust Street, Philadelphia, Pa.
 Butler, The Lewises of Virginia.
 Devine, Montenegro in History, Politics and War.
 History of Augusta County, Virginia.
 Irvine, My Lady of the Chimney Corner.
 Kelly, The Little Citizen.
 Tinker, Dr. Johnson and Fanny Burney, 1st ed.
 Yale Review, October, 1921.
Lord & Taylor Book Shop, Fifth Ave., at 38th St., New York City.
 Dickens' Christmas Book and Stories, 1st vol., pocket edition, green leather, Doubleday & McClure.
Loring, Short & Harmon, 474 Congress Street, Portland, Me.
 Mann, Bullet's Flight, Munn.
 Elliott, Pals First, Harper or Grosset.
 Roland, Musical Tour Through Land of Past, Holt.
 Fielding, Jonathan Wild, new copy.
 Smollet, Roderick Random, new copy.
Lowman & Hanford Co., Seattle, Wash.
 Arnold, Early and Narrative Poems; Lyric and Elegiac Poems, Eversley ed.
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 Lemmon, Conifers of the Pacific Coast, 2 copies.
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 Stephens, Incidents of Travel in Yucatan.
 Tolstoe, The Lost Pilgrim.
 Winslow, Stadia Surveying.
McDevitt-Wilson's, Inc., 30 Church St., New York City.
 Bishop, W., Winged Warfare.
 Twain, Mark, English as She is Taught.
 Von Hutton, Pam.
 Ainsworth, Mysteries of the Court of London.
 Drummond, City with a Church.
 Greene, Grim Thirteen.
 De Witt Talmage, Selections.
 Roberts (Editor), Study Course in Economics.
 New International Encyclopedia.
S. F. McLean, 754 E. Colorado St., Pasadena, Cal.
 Crossen, Disease of Women, Mosby.
 Cervus, Cut, Story of West Point, Lippincott.
 Nessmuk, Sears, Woodcraft, Stewart-Kidd.
Madison Book Store, 61 E. 59th St., New York City.
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 Howard Classics, any binding.
Jordan Marsh Co., Boston, Mass.
 Easter Eggs, Macmillan.

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The House of Arden; The Story of the Amulet, E.
Nesbit.

L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.

Bichat, Researches Life and Death, 1815.

Trans. Am. Pediatric Soc., 1894, vol. 6.

Trans. A. M. A. Dis. of Child., 1899, 1903, 1905,
1912, 1915, 1916.

Black, History of Medicine, 1782.

Blumenbach, Any Works.

Boerhaave, On the Powers of Med., 1740.

Brodie, Psychological Inquiries; Lectures on Path.
and Surg., Physiological Researches.

The Medical Standard Book Co., 301 N. Charles St.,
Baltimore, Md.

American Army in the European Conflict, Chambrun.

The Methodist Book Concern, 150 Fifth Avenue,
New York City.

Life of Bishop W. X. Ninde.

Autobiography of Rev. Luther Lee.

Miller & Paine, Lincoln, Neb.

Books on Etiquette, pub. about or before 1840.

The Missouri Store Co., Columbia, Mo.

Monroe's Encyclopedia of Education.

Edwin Valentine Mitchell, 27 Lewis St., Hartford,
Conn.

Encyclopedia Britannica, latest ed. (not reprint).

Trouble, A Monologue, Karr, 3 copies.

In the Tropics, Kimball, Carleton.

Towhead, Greene.

Immortal Soul, Mallock.

Set Harvard Classics, cloth.

Poems of Maurice Thompson.

Moroney, 35 East 3rd St., Cincinnati, O.

Burroughs, Titan, Cin. Col., Clevel., Erie R. R.
Guide.

Cox, Battle of Franklin, Tenn., Johnston, Stony Pt.
Lossing, Field Bk., Ralston, Myglot, McCl., Strong,
Theol.

Paul Morphy Book Shop, 419 Royal St., New
Orleans, La.

Three Weeks, by Elinor Glyn, good cond.
Book of Verse, H. D. (Hilda Doolittle), imagist
poems, first pub. several years ago.

Newark Public Library, Newark, N. J.

Canadian Magazine, Dec., 1921.

Journal of American Folk Lore, Oct.-Dec., 1921.

Journal of Educational Psychology, July-Dec., 1920.

Journal of Experimental Pedagogy, Dec., 1919.

Overland, Oct., 1920.

Popular Astronomy, February, 1920, and January,
1922.

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Idle Hours in a Library, by Hudson.

We Discover the Old Dominion, by Louise Closser
Hale.

Any Book Describing a Motor Trip through Vir-
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Adventures Among Books; Talks in a Library;
Literary London, Lang.

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Macmillan.

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Roosevelt, Hunting the Grizzly, Sagamore ed.

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Browne, Adv. in Apache Country.

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Laughlin, Banking Reform.

Otis, Jack the Hunchback.

Appleton, Greek Poets in Eng. Verse.

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Brain, All About Japan.

Crocker & Wheeler, Electrical Machinery.

Maurice, History of Hindoostan, 2 vols.

Ernest Dressel North, 4 E. 39th St., New York City.

Alarm for London, London, 1602.

Alexander, William, A Parnaenesis to the Prince,
London, 1604.

Ascham, Roger, A Report and Discourse, London,
1553.

Bacon, Roger, The Mirror of Alchemy, etc., London,
1597.

Bale, John, A Brief Chronicle on the Death of
Sir John Oldcastle, Marburg, 1544.

Bieston, Roger, The Bait and Snare of Fortune,
n. d., London, 1550.

Bishop, John, Beautiful Blossoms, etc., London, 1577.

Blunderville, Thomas, A Brief Description of Uni-
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Boccaccio, The Decameron, 2 vols. in one, London,
1620.

Breton, Nicholas, A Dialogue full of Pithe and
Pleasure, London, 1603.

Brome, Richard, The Tears of the Muses, etc.,
London, 1649-50.

Caltiglione, Baldesar, The Courtier, translated by
Hoby, Hedgehogge, 1561.

Cervantes, Don Quixote, translated by Thomas
Shelton, N. D., 1620.

Chapman, George, The Widow's Tears, London, 1612.

Cheke, Henry (Translator), A Certain Tragedy,
N. P. N. D., London, 1589.

Cheke, John, A Remedy for Sedition, etc., London,
1536.

Chettle, Henry, England's Mourning Garment, etc.,
N. D., London, 1603.

Churchyard, Thomas, The Woeful Wars in Flanders,
etc., London, 1578; The Misery of Flanders, etc.,
London, 1579.

Cicero, Tullye of Old Age, translated by the Earl
of Worchester, Westminster, 1481.

Cicero, The Worthy Books of Old Age, etc., Lon-
don, 1569; His Three Books to Marcus, His Son,
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Clarke & Covell, Polimanteia, etc., Cambridge, 1595.

Clyomon, The History of the Two Valiant Knights,
etc., London, 1599.

Coverdale, Miles, Certain Letters, etc., London, 1564.

Cowley, Abraham, The Mistress, Love-Verses, Lon-
don, 1647.

Crompton, Hugh, Poems, etc., London, 1637.

Daniel, Samuel, The Tragedy of Cleopatra, London,
1599; The Order of the Creation of the Mighty
Prince Henry, London, 1610.

Darcie, Abraham, History of Elizabeth, Queen of
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Dekker, Thomas, The Untrussing of the Humor-
ous Poet, London, 1602; If It Be Not Good, etc.,
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Downland, John, The First Book of Songs, etc.,
London, 1597.

Drayton, Michael, Poems, etc., London, 1608.

Fenton, Geoffrey, Golden Epistles, etc., London,
1575.

Fleming, Abraham, A Panoplie of Epistles, etc.,
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Fletcher, Giles, The Russian Commonwealth, Lon-
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Frederick, V., *The Marriage of the Two Great Princes*, etc., London, 1613.
 Gainsford, Thomas, *The Vision and Discourse of Henry VII*, London, 1610.
 Garnier, Robert, *The Tragedy of Antoine*, trans. by the Countess of Pembroke, London, 1595.
 Greene, Robert, *Morando, The Tritameron of Love*, London, 1584; *Philomela, the Lady FitzWater's Nightingale*, London, 1592; *Arcadia*, London, 1610; *Farewell to Folly*, London, 1617.
 Harding, John, *The Chronicle of*, London, 1543.
 Harvey, Gabriel, *A New Letter of Notable Contents*, etc., London, 1593.
 Hermes, *Trismegistus, The Divine Pyramider*, trans. by Dr. John Everard, London, 1650.

Chas. A. O'Connor, 21 Spruce St., New York City.

Hurlbut Genealogy, 1888.
 Davis, *Ancient Landmarks of Plymouth*.
 Stiles, *History of Ancient Windsor*.
 Morrison, *History of Windham*.
 Boyd, *Annals of Winchester, Conn.*
 Benedict, *History of Sutton, Mass.*
 Stannard, *Some Emigrants to Va.*
 Williams, *History of Danby, Vermont*.
 Jamison Genealogy, 1901.
 Hyde, *Literary History of Ireland*.
 Hull, *Textbook of Irish Literature*.
 Works of Orestes Brownson.
 Mann Genealogy, 1884.
 Whitman Genealogy, 1889.
 American Ancestry, any odd vols.
 Futhy, *History of Chester Co., Pa.*
 Campbell, *History of Va.*
 Hoadley Genealogy, 1897.
 Cooley, Trenton, N. J., Genealogies.
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The Old Corner Book Store, Inc., 27 Bromfield St., Boston 5, Mass.

Masters of German Art, Helen Dickenson.
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 Any vols. by Bill Nye except the following: Remarks; United States; History of England.

D. L. Passavant, Zelenople, Pa.

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N. A. Phemister Co., 42 Broadway, New York City.

American Historical Review, vol. 4-8 inclusive; complete vols. or odd nos.

Philadelphia Book Co., 17 S. 9th St., Philadelphia, Pa.

Journal Industrial & Engineering Chemistry, vol. 1, no. 1.
 Science Abstracts, 1914, Physics.

The Pilgrim Press, 14 Beacon St., Boston 9, Mass.

Prayers for Little Men and Little Women, Martin, Harpers.

The Charles T. Pownier Co., 177 W. Madison St., Chicago, Ill.

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 Alcott, Amos Bronson, Ralph Waldo Emerson, De Wolfe.
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 Davis, Table for Two, Forbes.
 Gordon, John Brown, Reminiscences of the Civil War, Scribner.
 Poe, Edgar Allen, Works, ed. by Stedman & Woodberry, Scribner, Library ed.
 Ramayana, Epic of Rama, Temple classics, Dutton.
 Robertson, J., Guide to draughts, Dick & Fitzgerald.
 Royce, Josiah, Studies of Good and Evil, Appleton.
 Swift, Poetical Works, Houghton, Riverside ed.
 Lecky, W. E. H., History of England in the Eighteenth Century, 8 vols.
 McMaster, J. B., History of the People of the U. S., 5 vols., Appleton.

Presbyterian Bd. of Pub., Witherspoon Bldg., Philadelphia, Pa.

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 London, Call of the Wild, Original ed.
 Letters of Queen Elizabeth of Romania, Bibliophile Soc.
 London, God of His Fathers and Other Stories.
 Antiques, Jan., 1922.
 Morris, Voice in the Rice, original ed.; Yellow Men and Gold, original ed.
 Skeyhill, The Singing Poet.
 Scott, Last Journey, 2 vols.
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 Harvard Classics, state ed. and condition.

Bernard Quaritch, Ltd., 11 Grafton St., New Bond St., London W.1, England.

Harte, Works, 19 vols., Autograph ed., 1904.
 Audubon, Synopsis of the Birds of N. America, 1839.
 L'Avocat Patelin, 16th Cent. ed.
 Babbott, Solution of Economics.
 Baird, Origin of Domestic Turkey.
 Baldwin, Interpretation of Mental Development.
 Banks, Cat. of Nearctic Spider.
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 Blackstone, Commentaries, 1915-16.
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 Bonaparte, American Ornithology, 4 vols., 1825.
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 Boston Museum, Cat. of Greek & Roman Vases, 1893.
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 Bredon, Railway Taxation, 1897.
 Hine & Nichols, Digest of Insurance Law Jnl.,
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 Morgan, Heredity and Sex.
 Parson, T., Law of Marine Insurance and Aver-
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 no. 5, 1897.
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Rare Book Co., 99 Nassau St., New York City.
 First eds. by William G. Simms, Longfellow,
 Holmes, Fitz-Greene Halleck.
 H. B. Stowe, Uncle Tom's Cabin, 1st ed.
 Life of Christ, Geickie, large type.
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**The Rare Book Shop, 723 17th St. N.W., Washington,
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 Grant Allen's European Tour.
 Lincoln, Life with the 34th Mass. Inf., 1879.
 Dredge, Works of Schneider et Cie, Lond., 1900.
 Publications of any kind with or without pictures
 pertaining to Railway Artillery mounted on Rail-
 way Trucks, issued before 1910.
 Hauserick, On Ecuador.
 Eden, Garden in Venice.
 Adams, Average Jones.
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 Virginia Historical Society Papers, any.
 Daniel, Hist. of the Civil Wars Between York and
 Lancaster.
 Adj.-Genl.'s Report for W. Va., 1865.
 A. L. S. of General Thomas J. (Stonewall) Jackson.
 Talcott Family in Eng. and Amer., Albany, 1876.
 Blanding, Defenses of Washington.
 Gallon, The Man Who Stole the Castle.
 Senate Document 205 of 59th Congress, 1st session.
 Angell, Patriotism under Three Flags; Peace Treaty
 and the Economic Chaos.
 Wise, J. S., The End of an Era.
 Howe, False Dimitri.
 Diary of John Burchard.
Peter Reilly Co., 133 N. 13th St., Philadelphia, Pa.
 Saltus, Edgar, The Anatomy of Negation.
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 Reminiscences of Ridgefield, Conn., Samuel G.
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 Townsend, Evolution or Creation, Revell.
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 Britten, Old Clocks, Watches and Their Makers,
 5th ed.
 Crane and Barr, The O'Ruddy.
 Cook, F. C., The Bible Commentary, vol. 4.
 Dickinson, J., Familiar Letters of a Gentleman on
 Religion.
 Dumas, Great Men in Their Dressing Gowns.
 Du Pont, W. H., Richmond Novels, pub. during
 '80's.
 Gissing, Private Papers of Henry Ryecroft.
 Gould, Problems and Critical Position (Checkers).
 Hope, Rupert of Hentzau.
 Hough, E., The Magnificent Adventure.
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 Overton, W. H., Life and Letters of Ninon de
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 Walworth, Reminiscences of E. P. Wadham; Old
 World as Seen Through Young Eyes, Sadlier, 1875.

The Rosenbach Co., 1320 Walnut St., Philadelphia,
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 Cunningham-Graham, Mograb El Acksa
**Russell Sage Foundation Library, 130 E. 22nd St.,
 New York City.**
 Kelley, Historical Guide to the City of New York,
 1909.
**St. Paul Book & Stationery Co., 55 E. 6th St., St.
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 Montcalm and Wolfe, Parkman, 2 vols., New Li-
 brary ed., green cloth.
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 Samuel Woodworth, Poems and Ballads, New York,
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 Orthodox Church, Dora D'Istria.
 French Literature Under the First Empire, Dora
 D'Istria.
 Bailey, English Elegies.
 Collins, Studies in Poetry and Criticism.
 Danic, Divine Comedy, trans. by Wheeler, 3 vols.
 Dewey, Pedagogic Creed.
 Gompertz, Greek Thinkers, vol. 1, Beginnings, trans.
 by Magus; vol. 2, Plato, trans. by Berry.
 Hall, Evolution and the Fall.
 Hicks, Stoic and Epicurean.
 Foundations of Spiritualism, W. Whately Smith.
 Life Beyond the Veil, Owen.
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 Wellhausen, Prolegomena to the History of Israel.
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 Fragments of a Faith Forgotten, Meade.
 Dawn of Astronomy, Lockyer.
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 An Illustration of the Occult Sciences, Sibly.
 Mythological Astronomy, Mackey.
 The Soul and the Stars, A. G. Trent.

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 Calvin and the Reformation, ed. by W. P. Armstrong, Revell.
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 Baum, *Romanesque Architecture in France*, Dutton.
 Budge, *Dwellers on the Nile*.
 Cavalry Catechism.
 Congreve, Wm., *Plays*, Mermaid Series.
 Corlette, H. C., *Chichester*, Bell Cathedral Series, cloth.
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 Garner & Stratton, *Tudor Architecture*.
 From Sail to Steam.
 Geehl & Koner, *The Life of the Greeks and Romans*, Warne.
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 Hillard, G. S., *Six Months in Italy*.
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 Mahaffy, P. J., *Progress of Hellenism in Alexander's Empire*.
 Miller, J., *Songs of the Sierras*, Houghton.
 Morris, G., *Diary and Letters*, Scribner.
 Parry, *Six Months in a Syrian Monastery*.
 Schuyler, *Peter the Great of Russia*.
 Slater, J. H., *Early eds.*, London.
 Upton, *Goliwogs in African Jungle; Goliwogs in Holland*.
 Waite, *Real History of the Rosecrucians*.
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 New International Encyclopedia, 2nd ed.
 American Encyclopedia.
 World Book.
 Mark Twain, 25 vols.
 Genealogy of Dennison Family, Appendix to Slocum Family.
 Bradford's History of Plymouth Plantation.
 Eldorado, B. Orczy.
 Gulson, *The Philosophy of Proof*, Houghton Mifflin Co., 1911.
 Isle of Temptation, Colleton.
 Fifty Years in the Church of Rome, Simenisky.
 Sins of Hollywood.
 Baynstone *Historia of West Point*, pub. Van Nostrand, 1863.
 Caricature and Comics Art at Old Times in Many Lands, James Parton, pub. Harper.
 Alone in the Wide, Wide Sea, W. Clark Russell.
 Mr. Bond of New York.
 Winston's Cumulative Encyclopedia, loose leaf ed., 10 vols., by Winston Co.
 Flaubert's Works.
 Joseph Conrad, set.
 His Hour, Eleanor Glynn, 2 copies.
 Pompeii, *Its Life and Art*, tr. F. W. Kelsey, by Mau, New ed., Macmillan, 1902.
 Lucas, *Vermeer of Delft*, 1922, pub. Doran.
 Bojer, *God and Woman*, 1921, pub. Moffat.
 Recollections of Mississippi and Mississippians by Reuben C. Davis.

Sibley, Lindsay & Curr Co., 432 Fourth Ave., New York City.

Gibbon's *Rome*, ed. by Bury.

S. D. Siler, 930 Canal St., New Orleans, La.
 Douglas, *The House with Green Shutters*.

Smith Bros., Care H. C. Capwell Co., 14th & Clay Sts., Oakland, Calif.

Hurd's *Principles of City Land Value*.

Smith & Butterfield Co., 310 Main Street, Evansville, Ind.

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The Socialist Book Rooms, 1325 Arch St., Philadelphia, Pa.

Wagner and His Isolde, Kobbé.
 Wagner, *Wesendonck Correspondence*, Ellis Trans.
 Wagner, *Roeckel Corres.*, any ed.

The Stanford Bookstore, Stanford University, Cal.
 Ellis, *Havelock, A Study of British Genius*, 1904 Ed., Hurst & Blacket, London.

Galton, Francis, *English Men of Science*, 1874 Ed., Macmillan.

Lombroso, *Men of Genius*, Scribner.

Galton, *Hereditary Genius*, Macmillan.

E. Steiger & Co., 49 Murray St., New York City.

Transactions of the American Society of Civil Engineers, vol. 49, 1902, 10 copies; vol. 54-A, 1905, 10 copies.

Professional Memoirs, vols. 1, 2 and 3.

W. K. Stewart Co., Indianapolis, Ind.

Hirth, Friedrich, *China and the Roman Orient*, pub. 1885.

Yules, Sir Henry, *Cathay and the Way Hither*.

Kittredge, *Life of Ingersoll*.

Schmidt, *Prophet of Nazareth*.

Monuments of the Early Church, Walter Lowrie.

Tarbell, *History of the Standard Oil Co.*, 2 vols.

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Forestry Reports of All States, also books.

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 any item by Henry James, especially The Diary
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 W. L. Story, 120 Boylston St., Boston, Mass.
 Thomas Adams, Commentary 2nd Epistle Peter.
 George Hutcheson, Exposition of St. John.
 Thomas Manton, 66 Sermons on Hebrews, Chap. 11.
 Richard Sibbes' Works.
 The Sunwise Turn, Inc., 51 East 44th Street, New
 York City.
 Niebuhr's History of Rome.
 Four Stages of Greek Religion, by Gilbert Murray,
 Lemcke, 1912.
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 English Notes, Boston Daily Mail Office, 1842.

Thoms & Eron, Inc., 34 Barclay St., New York
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Green's History of the English People, vol. 4 only,
 illustrated edition.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

The Third Degree, G. Whittlock.

Father Goose.

Thinking Black, Crawford.

Anti Nicene Fathers, vols. 1, 4 and 6.

Union Club Library, 1 E. 51st St., New York City.

Edwards, Morgan, American Baptists, 1770.

Audubon, J., Quadrupeds, vol. 3, of text, and
 155 colored plates, 1845, 6.

Walling, G. W., Recollections N. Y. Police.

Encyclopedia Britannica, 11th ed., Cambridge.

The Union League Club of New York, 1 East 39th
 St., New York City.

Bruce, P. A., Social Life of Virginia in the 17th
 Century, 1907.

University of Illinois Library, Urbana, Ill.

Albertson, Ralph, Fighting without a War; an ac-
 count of military intervention in North Russia,
 1920.

Long, W. J., Brier-patch Philosophy.

University of Oregon Library, Eugene, Ore.

Rousseau, Jean-Jacques, The New Heloise.

University of Pennsylvania Library, Philadelphia,
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Todd, Primitive Family.

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Plato, Dialogues, tr. by Jowett.

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Wings and No Eyes, by Mr. Phillipper Cruthew,
 illus., V. H. Wood.

Jenny Lind's Tour Through America and Cuba,
 by C. G. Rosenberg; Stringer & Townsend, N. Y.,
 1851.

Story of My Heart, Richard Jeffries.

De Libris, by Austia Dobson, illus. by Abbey.

History of Bohemia, Robert H. Vickers, pub. by
 H. Sergel Co., Chicago, 1894.

John S. Stoddard's Lectures, vol. 5, Bohemia, Balsh
 Bros., Boston, 1909.

Standard Book of Facts, pub. by Syndicate Pub.
 Co., 1912.

The Path to Freedom in the School, by Norman
 McMunn.

Life's Shop Window, Victoria Cross.

John Wanamaker Book Dept., Philadelphia, Pa.

The Leopard Woman, White.

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 N. Y. Ills. Newspaper, 1860 to 1865.
 Times Mid-Week Pictorial, vols. 2, 3, 4, 5.

Williams Bookstores Co., 2 Milk St., Boston, Mass.

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 Butler, William, Great Love Land.
 Clews, Henry, Fifty Years in Wall Street.
 De Selincourt & Henderson, Venice, Dodd, M.
 Donnelly, Atlantis.
 England, Darkness and Dawn.
 First Baptist Church in Boston, 250th Anniversary.
 Edwin P. Wells, 1915.
 French, Historical Collections of Louisiana, vols. or series 1, 3, 4 and 5, pts. 3 and 5.
 Garver, Brother of the Third Degree.
 Hall, Unknown Quantity, Holt.
 Haggard, Queen Sheba's Ring, Spirit of Bambetza.
 Hetenaeus, The Deifnisophists, trans. by C. D. Yonge.
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 Nietzsche, Twilight of the Idols, Macm.
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 Palmer, Life of Alice Freeman Palmer, 1st ed.
 Pray, History of Sunday Schools.
 Report of the U. S. Nat'l Mus., June 30, 1893.
 Percy, Bishop, Reliques of Ancient Poetry.
 Swift, Lindsay, Great Debate Between Haynes and Webster.
 Street Directory of Principal Streets of Cities of U. S., P. O. Dept., 1908.
 Smith, T. S., Missionary Abominations Unmasked, South Bend, 1833.
 Sketches of Boston, pub. Phillips Sampson & Co., 1851.
 Teuffel, History of Roman Literature, 2 vols., trans. from German of Schwabe.
 Tucker, The American Road.
 Wallace, Lure of the Labrador Wilds.
 Who's Who in New England, 1916.
 Sermons and Essays by the Tennents and Their Contemporaries, pub. 1855.

Arthur R. Womrath, Inc., 21 West 45th Street, New York City.

Religion and Thought in Ancient Egypt, Braested.
 American Nation Series, Hart.

A. R. Womrath—Continued

Mark Twain's Life, vol. 3, authorized edition green cloth.
 Webster's New International Dictionary, 1922.

Woodward & Lothrop, Washington, D. C.
 Resurrection of Christ, by Reginald W. Mac (any edition).
 The Woman thou Gavest Me, by Hall Cane.
 Legal and Historical Proof of the Resurrection of the Soul, by John F. Whitworth (1912 or later).
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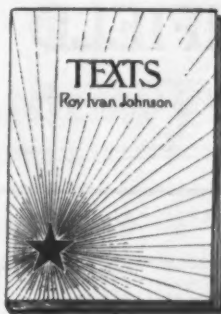
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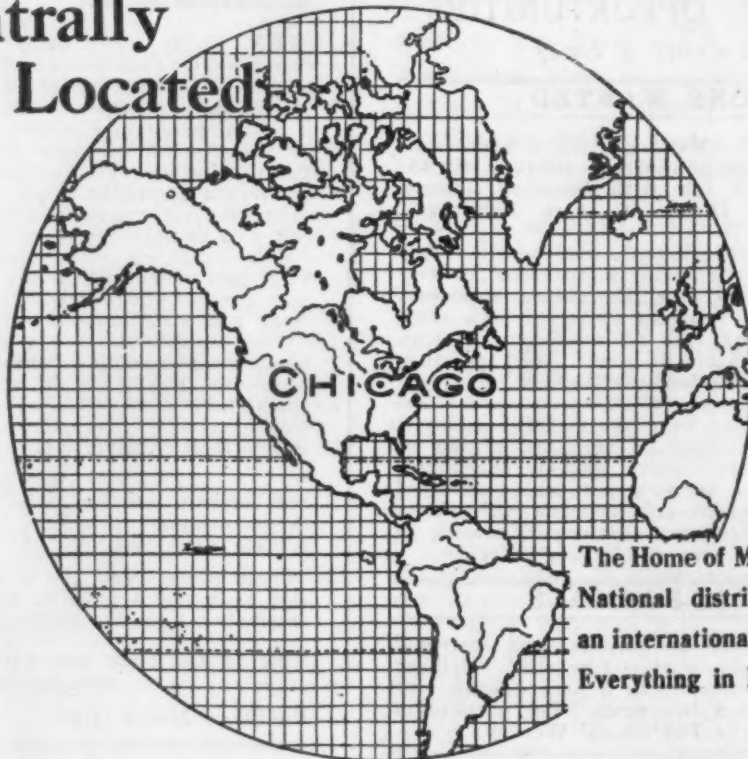
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| Addison, Medora C. Dreams and a sword. Yale. | Nathan, Robert. Youth grows old. McBride. |
| Aiken, Conrad. Priapus and the pool. Dunster House Book Shop. | O'Donnell, Charles L. Cloister. Macmillan. |
| Aldington, Hilda. Hymen. Holt. | O'Neill, Rose. The master mistress. Knopf. |
| Baker, Karl Wilson. The burning bush. Yale. | Porter, Gene Stratton. The fire bird. Doubleday. |
| Bates, Katharine Lee. Yellow clover. Dutton. | Raymund, Bernard. Hidden waters. Yale. |
| Betts, Craven Langworth. The perfume holder. New York: James T. White. | Rice, Cale Young. Mihrima and other poems. Century. |
| Bird, Stephen Moylan. In the sky garden. Yale. | Ridge, Lola. Sun-up. Huebsch. |
| Blackburn, Laura. Lyrics. Bookfellows. | Roberts, Elizabeth Madox. Under the tree. Harcourt. |
| Bodenheim, Maxwell. Introducing irony. Boni. | Sandburg, Carl. Slabs from the sunburnt west. Harcourt. |
| Boutwell, Edgar. Zone of quiet. Four Seas. | Sarrett, Lew. The box of God. Holt. |
| Brink, Roscoe W. Down the river. Holt. | Sigmund, Jay G. Frescos. Boston. Brimmer. |
| Carman, Bliss. Depths and shallows. Small Maynard. | Smith, Maurine. The keen edge. Evanston. Wheeler. |
| Cobb, Ann. Kinfolks. Houghton. | Taggard, Genevieve. For eager lovers. Seltzer. |
| Colum, Padraic. Dramatic legends. Macmillan. | Taylor, Joseph Russell. Our dancing days. Har- |
| Cumby, Grace Hazard. Afternoons in April. | |

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